A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 2, 1964

Chicago World Trade Conference

March 2-3, 1964

Business Bulletins *from around the world*

BELGIUM—New carrier, the *Belgian Baltic Lines* initiates cargo service between Antwerp, Baltic ports. Before year's end, line to have three ships in service.

Record high December retail price index triggered industry wage escalator clauses. On January 1, 2% wage increase became effective in coal, steel, chemical, quarry, metal manufactures industries; 2.5% in paper, textile, crystal, tobacco, non-ferrous metals, gas, electricity industries.

FRANCE—International Vending Machines formed in Paris to manufacture, market vending machines. Capitalized at $30,000, company held jointly by American, French.

Worthington S.A., Paris subsidiary of Worthington Corp., acquires Establissements Jules Germain, producing industrial control equipment.

Parker Pen-France, Paris, absorbes Societe Jacques Dhome & Cie., French pen manufacturer.

GERMANY—Wright Line Division of Barry Wright Corp., Worcester, Mass., sets up European sales office, with tentative seat in Essen, for sales, service of 1200 different parts, accessories for punched card and electronic data processing equipment manufactured in U.S. Wright declared readiness to furnish, free of charge, equipment required for operation of Germany's new Computer Center, at Darmstadt.

GHANA—According to Government data, $61.3 million deficit experienced in visible trade for first 11 months of 1963. Exports amounted to $275.8 million; imports totaled $337.1 million. For same period 1962, trade deficit amounted to $3.2 million.

HONG KONG—Public Relations Joint Committee of General Chamber of Commerce, Federation of Hong Kong Industries, names Kyatang Woo Resident Representative in U.S. Woo scheduled to arrive U.S. about April 1 to promote two-way trade, improve public relations.

INDIA—Government announces establishment of Bokaro Steel, Ltd., to build, operate steel plant at Bokaro. Plans call for seeking bids within 6 months; getting the plant into production in 5 years. No statement made to indicate where country would get foreign exchange to finance project.

Government-owned Export Credit and Guarantee Corp. established to provide credit to private export firms, cover normal export risks, standard guarantee for private exporters to enable them to obtain loans from commercial banks. Replaces existing Export Risks Insurance Corporation, government corporation providing insurance to cover export risks.

ISRAEL—Ministry of Commerce and Industry decides to grant approved exporters, (persons, companies whose exports during last year exceeded $100,000), exemption from travel tax, rebate on business property tax at rate depending on share of exports in their total production.

LIBERIA—Two new industrial projects expected to begin operation during year. West African Explosives and Chemicals Ltd. plant nearing completion—may enter production in April. Plant to initially produce explosives; eventually plans to produce agricultural, industrial, household, sanitary chemicals. Contracts awarded for construction of shoe and rubber factory to produce rubber, canvas shoes, other products.

MALAYSIA—Singapore Government grants Chase Manhattan Bank license to open branch, scheduled to begin operations shortly. Chase acquired assets of Nationale Handelsbank as base for office, joining Bank of America, First National City Bank of New York in highly competitive Singapore market.

MOROCCO—New tuna-fish cannery at Tangier, capacity 60 mt. finished fish per day, to be completed in time for 1964 season. Plant using U.S., French, Spanish equipment; considering purchase of machine for packing fish in cans to do work of 150-200 packers. Talks in progress with Government to allow company to import frozen U.S. and Japanese-caught fish, to enable plant to operate throughout year.

NETHERLANDS—Income from tourism rose to $179 million in 1962; Dutch tourists abroad spent $173 million—both figures showing 12% increase over 1961.

New car sales in 1963 reached 182,061, 25% over 1962. January-November figures show Volkswagen having 15% of market, Opel 13% Fiat 9%, Renault 8%. Total number of cars registered expected to reach 1 million by mid-1964.

PAKISTAN—New third Five-Year Plan envisages total expenditures of $10.40 billion. Approx. $7.05 billion allocated to private sector. Major objective of plan is 30% increase in national income.

PHILIPPINES—Hilton Hotel International and Philippine firm of Delgado Bros., Inc., to construct 400-room hotel in Manila at estimated $10 million cost. Management of hotel apparently to be undertaken by Hilton chain.

SOUTH AFRICA—Work on Durban-Johannesburg $28 million oil pipeline expected to start by July. Pipeline, with 12″ diameter, should be completed during first half of 1966; will have initial capacity of 400 million gallons per year.

SWITZERLAND—General Motors Suisse assembled total of 15,481 automobiles during 1963 at Biel plant. Sales total 24,630 cars compared with 20,262 in 1962. Company intends to expand operations this year.

Wages in Swiss metal, machinery industry increased by 4% to compensate for rise in cost of living.

UNITED KINGDOM—Imports from U.S. of stop-watches not capable of indicating time of day placed on Open General License. Such goods may be imported free of licensing restriction.

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the cover

For 27 years Chicago has been the scene of an annual world trade conference. This year's meeting is expected to draw the largest group of midwestern international traders ever to assemble there for the practical talks and open forum discussions that provide information on overseas trade. See page 2.

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V. V. GRANT

Traders eye overseas $

World Trade Conference in windy city features expanded series of informal workshops with participants from U.S., other countries expected to pass 1000-mark

Eyeball-to-eyeball confrontations with the problems of "Employment, Profits, and Peace in the Expanding World Market" will take place in the La Salle Hotel on March 2 and 3 as international trade executives convene for the 27th Chicago World Trade Conference.

With the accent on the increasingly popular informal workshops inaugurated two years ago, the scheduled program calls for morning general session addresses followed by afternoon workshops on international marketing of industrial products, international marketing of consumer products, financing of international trade, imports and customs problems, overseas manufacturing, licensing and joint ventures, tax and legal questions, and penetration of international markets by small business.

March 2 luncheon speakers will be H. V. Prochnow, President, First National Bank of Chicago (subject: "What's Ahead for Export?"), and Daniel L. Goldy, National Export Expansion Coordinator, Department of Commerce (subject: "World Markets—The Challenge to American Business"). The March 3 luncheon speaker will be Daniel S. Parker, President, Parker Pen Co. (subject: "World Trade 1964—New Dimensions and Directions").

Governor Otto Kerner of Illinois, who recently led a group of businessmen on a successful trade mission to Europe, will address the concluding dinner session.

Ball carriers

General sessions will feature talks on basic convention themes by A. R. Gale, President, Studebaker International; Richard S. Priebe, General Sales & Marketing Manager, International Division, Minnesota Mining and Manufacturing Co.; Virgil Grant, Vice President, Caterpillar Tractor Co.; Robert G. Biesel, Executive Vice President, General American Transportation Corp.; Russell Baker, Senior Partner, Baker, McKenzie & Hightower; and William Lane, President, General Binding Corp.

More than 1,000 U.S. and foreign participants are expected to attend the conference, sponsored jointly by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago.

Co-chairman of this year's meeting will be A. R. Wayne, the Association's vice president-elect for world trade and president of Abbott Universal, Ltd., and Robert E. Oscar, International Trade Club president. Other conference officers are: Treasurer Edwin J. Krug, Trade Club treasurer and export manager of Wen Products, Inc.; Secretary Vilas Johnson, director of the Association's world trade division; and Assistant Secretary Agnes C. Stenros, Trade Club executive secretary.

General session speakers Gale, Biesel, Baker, and Lane will lead afternoon open-forum seminars after delivering their major addresses in the morning. There will be four workshop sessions on the opening day and three on the second and concluding day of the conference.

Fourth business—government marketing conference set

The Fourth Annual Washington Conference on Business-Government Relations in Marketing will be held at the Shoreham Hotel, Washington, D.C., on March 19 and 20, 1964.

The event, sponsored by American University's School of Business Administration, will bring together policy-making executives to look at marketing and legislative problems from all angles.

After a keynote address on the theme, "Business and Government—Partners in Action for Economic Growth"—to be delivered by Al N. Seares, president of Affiliates in Management Services, Inc., New York—a crowded two days of meetings will unfold. Under Secretary of Commerce Franklin D. Roosevelt, Jr., and Walter H. Johnson, Jr., president of Pritchard Wood, Inc., will share the speakers' platform at the first general session. A March 19 afternoon panel on "International Marketing and Export Expansion" will be moderated by Eugene M. Braderman, Deputy Assistant Secretary for International Commerce, and the March 20 luncheon will feature an address by Daniel L. Goldy, National Export Expansion Coordinator.

U.S. trade climbs to record

Favorable balance reaches $5.1 billion, as exports increase faster than imports

By VICTOR O. MC NABB
International Trade Analysis Division, BIC

U.S. exports and imports again reached new highs in 1963. Exports (excluding military grant-aid) increased to $22.3 billion, a gain of 7%. Imports rose by 5% to $17.2 billion. Since exports expanded faster than imports last year, the trade surplus increased by $600 million to $5.1 billion.

Government-financed shipments, growing by an estimated $400 million in 1963, accounted for about 12% of total exports. The merchandise trade balance, excluding such exports, increased over 1962 by only $200 million to $2.4 billion.

Exports of agricultural products rose relatively faster than those of nonagricultural commodities; however, because the latter exports are about three times larger than the former, the contribution of products from mines and factories to last year's expansion was substantially greater than that from our farms. Agriculture exports rose by 11% or $560 million over 1962, while nonagricultural shipments gained by 5% or $815 million.

Agricultural shipments rise

U.S. exports of agricultural commodities, which had increased every year since 1958, rose again in 1963 to $5.6 billion. In the last half of the year the rate of gain was 21% over the same period a year earlier. Exports moved in those months at an annual rate of $5.9 billion. The July-December expansion reflected substantial increases compared to the same period of 1962 in shipments of cotton, wheat, and feed grains.

U.S. cotton was in greater demand last year partly as a result of a new program which permitted sales from CCC stocks at competitive world prices. In addition, our cotton exports benefited from smaller production in the foreign free world and from the need to rebuild stocks in both exporting and importing countries.

Exports of wheat and flour, about 20% higher in value for the year, were especially strong in the second half because of unusual demands created by adverse weather conditions in Western Europe in 1962-63. P.L. 480 shipments of wheat and flour in 1963, mainly to the developing countries, increased by $155 million. There was also a doubling of our relatively small shipments to the Soviet bloc —from $26 million to $55 million. No wheat moved before the end of the year to the U.S.S.R. against the new purchases made here, but exports to Poland rose and wheat also began to move to Hungary in the closing months.

Nonfarm exports continue gains

Exports of nonagricultural commodities expanded at about the same rate last year as in 1962. Shipments of these commodities advanced 5.2% in 1963 compared with 4.8% in 1962 and 2.1% in 1961.

Leading gainers among exports of semimanufactures were petroleum products, mainly gas oil and fuel oil to Western Europe for heating in last year's severe winter, and chemical elements and compounds, particularly to Japan and Europe.

About two-fifths of the $815 million gain over 1962 in nonagricultural exports was in finished manufactures. Shipments of motor vehicles and parts for assembly advanced by 12%, despite the fact that exports of passenger cars remained about the same as in 1962. Increasing amounts of highly technical office machines were sold, principally to Japan. Foreign sales of air conditioning equipment, agricultural machines, and commercial electrical apparatus also registered important gains. Exports of household electrical apparatus, on the other hand, dropped off slightly compared to 1962.

While increases in exports of finished manufactures more than offset the decreases in 1963, significant declines were noted for several types of machinery and transport equipment.

Exports of civilian aircraft fell by 28% from their $328 million level in 1962. Aircraft sales are expected to recover this year, however, when deliveries of new medium range and smaller jet aircraft to foreign airlines are scheduled to begin.

Shipments of power generating machinery, which climbed abruptly in 1962, dropped off a little, and excavating and dredging machinery exports, 50% of which were AID-financed, were reduced by 40%. After advancing in each of the last 3 years, exports of metalworking machinery also fell, primarily because of a decline in shipments to Japan. Textile and leather machinery exports were lower as a result of lessening demand in Latin America and Asia excluding Japan.

Shifts in imports

U.S. imports, rising less swiftly in 1963 than in 1962, showed gains in both the agricultural and nonagricultural sectors. The composition of our imports, however, shifted to some extent from crude to manufactured products. In fact, declines in imports of raw materials and increases in imports of processed goods have been underway for some time in several broad categories of commodities.

Imports of hides and skins, declining generally since 1959, fell by another 7% in 1963. In contrast, U.S. foreign pur-

U.S. trade balance increasing

	1959	1960	1961	1962	1963
	(billions of dollars)				
Exports of domestic and foreign merchandise, excluding military grant-aid	**16.4**	**19.6**	**20.2**	**20.9**	**22.3**
Exports financed by Government grants and capital	1.7	1.9	2.2	2.3	[1] 2.7
Other exports	14.7	17.7	17.9	18.6	19.6
General imports	**15.6**	**15.0**	**14.7**	**16.4**	**17.2**
Merchandise trade balance					
Excluding military grant-aid	**+0.8**	**+4.6**	**+5.4**	**+4.5**	**+5.1**
Excluding military grant-aid and Government-financed exports	**−0.9**	**+2.7**	**+3.2**	**+2.2**	**+2.4**

[1] Annual rate based on January-September data.
Note: Data may not add exactly because of rounding.

chases of leather and fur and their manufactures have been rising for several years and increased again last year.

Arrivals of iron ore and concentrates, which have fluctuated around $300 million in recent years, dropped fractionally in 1963. Deliveries of iron and steel-mill products, on the other hand, rose by 32% to $600 million in 1963. Such imports have advanced rapidly since 1961.

Vegetable oils and fats, arriving in larger amounts in the past 2 years, are stemming the inflow of oilseeds and oil nuts, which have declined fairly steadily since 1959.

Agricultural purchases expand

Agricultural imports, which have fluctuated around $4 billion for the past 7 years, rose by 3.7% in 1963. This expansion included major increases in sugar ($102 million), meats ($54 million), and fruits and nuts ($32 million). The increases were offset to some extent by declines of $33 million in coffee, $9 million in fish, and smaller amounts in spices and unmanufactured tobacco. Because of a rise in world prices of sugar last year, the value of our imports jumped by 20%, although there was little change in the quantity received.

Including last year's substantial increase, fresh and frozen beef imports have more than doubled since 1958. This foreign beef, the major portion of which now comes from Australia and New Zealand, competes with our low-grade domestic product and is used primarily for inexpensive processed foods. On February 17, a system of voluntary limitations was agreed upon by Australia and New Zealand on beef shipments to this country. The agreement provides for cutting our imports from these two nations during the current year 6% below their record level in 1963.

Imports of nonagricultural commodities into the United States continued to rise in 1963, but at a decreasing rate compared to the previous year. The year-to-year increase, which was only 5% last year, had been 13% in 1962. In the latter period nonagricultural imports had climbed to $12.4 billion after changing little since 1959.

Over half of the $615 million gain in nonagricultural imports was in metals, metal manufactures, machinery, and transport equipment. Imports of iron and steel-mill products reached a new high of 5 million tons in 1963. The recent rapid expansion of imports, together with claims by U.S. manufacturers that some types of steel were being sold in the United States below the foreign domestic price, led to dumping charges being made against Japan and the European Economic Community to the Tariff Commission. One case against the EEC is still pending, but up to this time the Commission has unanimously found that any injury sustained by domestic steel companies was the result of legitimate imports.

New foreign car imports increased to 409,000 units in 1963, with German Volkswagens accounting for over half of the total. These numbers were well below the peak total of 668,000 reached in 1959 before U.S. compacts were introduced. Nevertheless, last year's increase over 1962 was valued at $51 million, a gain of 10%.

A part of the rising imports of office equipment, agricultural machinery, and tractors consisted of products manufactured by U.S. subsidiaries abroad. Primarily responsible for the 14% rise in imports of metalworking machinery was the increasing inflow of simple general purpose machine tools from Europe and Japan, selling well below U.S. prices.

Trade with most areas favorable

U.S. exports to the advanced countries showed larger gains last year than in 1962, but imports generally slowed. Our favorable trade balance with these industrial areas, therefore, was about $600 million more than in the previous year although considerably below the 1961 surplus of $3.3 billion.

Among industrial countries, the largest increases in 1963 compared to the previous year were with Japan to which exports have moved in seesaw fashion in the last 4 years. Our purchases there, though rising far less steeply than in 1962, nevertheless set a new record.

U.S. trade with the less developed regions of the world was generally favorable. There was, however, a larger than usual deficit with the 20 American Republics, as exports continued to drop a little while imports gained marginally.

Trade with Europe up

Exports to Western Europe increased in 1963 to almost $7 billion. Increasing by 8% over 1962, they set a record for the third consecutive year. Imports from the area, rising to about $4¾ billion, exceeded the previous year's level by 4%.

U.S. shipments to EEC countries, reaching a new peak in 1963, accounted for the major part of this expansion. Principal exports to this group last year were grains, soybeans, coal, chemical elements and compounds, and machinery. Inflationary tendencies in some of the countries, together with rising production and consumer income in the entire group, led to the expansion in demand for U.S. products.

Though exports of machinery to the Market continued to rise in 1963, the rate of gain was below that in the previous year. This slower rise corresponded to a reduced rate of increase in fixed capital

Balance of trade by principal areas

	1960	1961	1962	1963[1]	% change 61-62	% change 62-63[2]
	(millions of dollars)					
Exports of domestic and foreign merchandise[3]						
Canada	3,709	3,643	3,830	4,104	+ 5	+ 7
20 American Republics	3,478	3,415	3,222	3,132	− 6	− 2
Western Europe	6,318	6,287	6,371	6,816	+ 1	+ 8
Japan	1,341	1,739	1,414	1,680	−19	+20
General imports						
Canada	3,153	3,270	3,657	3,792	+12	+ 4
20 American Republics	3,528	3,213	3,386	3,408	+ 5	+ 1
Western Europe	4,185	4,058	4,542	4,704	+12	+ 4
Japan	1,149	1,055	1,358	1,500	+29	+10
Balance of trade						
Canada	+556	+373	+173	+312		
20 American Republics	−50	+202	−164	−276		
Western Europe	+2,133	+2,229	+1,829	+2,112		
Japan	+192	+684	+56	+180		

[1] Annual rate based on January-November data.
[2] Calculated from January-November totals.
[3] Excludes "special category" exports.

formation in West Germany, Italy, and France in the past year.

U.S. imports from EEC countries also reached a new peak in 1963, exceeding the 1962 record year by 3%. Increased shipments of automobiles and clothing to meet rising consumer demands accounted for the major portion of the gain.

U.S. trade with the countries of the European Free Trade Association advanced about 5% in both directions, with most of the expansion in exports going to the United Kingdom in the final months of the year. Substantial gains were noted in shipments to that country of tobacco, plastic materials and other chemicals, and electrical machinery. The rise in U.S. imports from Britain consisted mainly of diamonds and metal manufactures—notably basic shapes, plates, and sheets of iron and steel.

Finished manufactures lead U.S. exports, imports

Economic class	1960	1961	1962	1963[1]	% change 61-62	% change 62-63[2]
		(millions of dollars)				
Exports of domestic merchandise						
Crude materials	2,588	2,545	2,234	2,508	−12	+14
Crude foodstuffs	1,645	1,898	2,008	2,232	+ 6	+12
Manufactured foodstuffs	1,117	1,151	1,366	1,488	+19	+ 9
Semimanufactures	3,534	3,286	3,045	3,264	− 7	+ 8
Finished manufactures, excluding military grant-aid	10,524	11,028	11,979	12,264	+ 9	+ 3
Imports for consumption						
Crude materials	3,376	3,151	3,342	3,276	+ 6	− 2
Crude foodstuffs	1,720	1,717	1,777	1,704	+ 4	− 2
Manufactured foodstuffs	1,566	1,602	1,797	1,968	+12	+10
Semimanufactures	3,091	3,108	3,393	3,600	+ 9	+ 6
Finished manufactures	5,260	5,079	5,951	6,360	+17	+ 7

[1] Annual rate based on January-November data.
[2] Calculated from January-November totals.

Canadian trade at record

U.S. trade with Canada last year reflected the expansive economies on both sides of the border. Our exports increased by 7% to a level exceeding the $4 billion peak of 1956. The gain in exports was accounted for in part by a sharp advance in volume of exports of automotive parts and equipment not made in Canada. This demand, in turn, was due to the current automobile boom in Canada, where output rose last year by 25% over 1962. Exports of finished autobiles from the United States, on the other hand, declined sharply. Another major gain in U.S. exports to Canada was in tractors and farm machinery.

U.S. purchases from Canada edged up to a new record slightly higher than the $3.7 billion in 1962. Increases in imports from Canada were reported for most commodities, with agricultural machinery, lumber, and petroleum leading.

Surplus with Japan rises

U.S. trade with Japan has been erratic in recent years with exports and imports often moving divergently. In 1963, however, both sales and purchases expanded and the U.S. trade surplus increased to about $200 million. This compared to a favorable balance of $700 million in 1961 and of about $50 million in 1962.

After a sharp decline in the previous year, U.S. exports to Japan advanced by 20% last year to a level approaching the 1961 record of $1.7 billion. Agricultural shipments to Japan, about one-third of the total, showed varying trends in 1963. Cotton shipments rose by nearly 10% and exports of soybeans and wheat moved up sharply, while deliveries of corn declined. Among industrial raw materials, deliveries of chemical wood pulp and ferrous scrap increased significantly, but coal exports dropped for the first time in several years. U.S. machinery exports, which have accounted for a rising share of shipments to Japan recently, declined in 1963 by $46 million.

U.S. imports from Japan also increased in 1963, by 10%. Purchases of iron and steel accounted for the major portion of the increase, rising by 66% to a total value of $204 million. Imports of cotton finished manufactures declined after peaking at $100 million in the previous year. Woolen fabric, photographic equipment, and pottery imports continued to show steady but moderate growth.

American Republics

U.S. exports to a majority of the 20 American Republics gained last year, but large decreases in shipments to the others led to a slight decline in the total to the area. Increases totaling about $200 million were reported for 14 of the countries. There were declining exports to the others—Argentina, Brazil, Uruguay, Chile, Haiti, and Nicaragua. U.S. imports from the area remained at about the same level as 1962.

The Central American Common Market proved to be an expanding market last year when U.S. shipments rose to all countries except Nicaragua. The gain reflected improved balances of payments, favorable prices for agricultural export commodities, and increased investments by both U.S. and European investors.

Declining shipments to the Latin American Free Trade Association as a group reflected particularly a drastic drop in foreign investments as well as unsettled and deteriorating economic conditions in Argentina and Brazil. Trade with some of the member countries, notably Mexico, Ecuador, and Peru increased significantly.

U.S. imports from Latin America, little changed in 1963, have hovered about the $3.5 billion level for several years. Important increases in sales to the United States were reported, however, from Argentina for sugar, meats, and wool. Other countries showing sizable gains in shipments to the United States were Peru, Guatemala, Brazil, and Mexico. Significant declines in U.S. purchases were reported for Venezuela, largely iron ore; for Colombia, mainly coffee; and for the Dominican Republic, principally sugar.

African trade levels

U.S. trade with Africa in 1963 remained at about the same level as in 1962, after moderate gains in the past 4 years.

Shipments increased sharply last year, however, to the Republic of South Africa where the economy is booming and a heavy industrialization program is underway. Decreased exports were reported to all other African countries except Libya, Morocco, the Congo, and Nigeria.

U.S. imports from Africa gained only slightly in 1963. Imports fell from Ghana because of declining purchases of cocoa and manganese, from South Africa because of reduced wool deliveries, and from Algeria because of a decline in petroleum shipments. The principal import gain was in coffee deliveries from British East Africa.

Far East trade progresses

Exports to most of the countries of the Far East continued to rise in 1963, as our shipments to that market area (excluding Japan and Oceania) expanded

for the fourth consecutive year. While the increase in Government-financed exports accounted for a sizable share of the 17% rise, significant gains in commercially-financed exports also were attained, notably to the Philippines.

U.S. imports from the region exceeded the $1.3 billion record level of 1962 by about 7%. India accounted for most of the rise last year, mainly through expanding sales of jute burlaps. Deliveries from Hong Kong and Korea also advanced sharply.

Expanding economy

The expanding economy of the Philippines was an import factor behind the 21% gain in shipments to that country. U.S. products doing especially well included industrial machinery, roadbuilding equipment, and transport equipment. U.S. imports from the Philippines, rising 9% in 1963, included increased deliveries of coconut oil and sugar.

Favorable economic conditions in Australia accounted for the continued rise in U.S. exports last year. Gains were mainly in machinery and industrial materials. U.S. imports from Australia rose by 11%, with meats, wool, and sugar representing the major portion of the increase.

Sweden's budget message reaffirms liberal trade

Sweden's King Gustav VI Adolf has presented to Parliament the proposed Government budget for fiscal year 1965 calling for total expenditures of 21,970 million crowns (1 Swedish crown equals $0.193) with significant increase for social services and education facilities.

The King's message also included a brief review of Sweden's economic growth during 1963 and a reaffirmation of the country's liberal trade policy.

An expanded program of scientific research grants is proposed; and augmented funds are allotted for street and highway construction and for investments in the telecommunications field.

In discussing Sweden's trade policy, the King emphasized the importance of greater world trade liberalization and increased economic cooperation. He pointed to Sweden's participation in the forthcoming GATT "Kennedy Round" negotiations and the United Nations Trade and Development Conference as steps in that direction.

He also cited further reductions of tariffs between member countries of the European Free Trade Association during 1963. EFTA members include Austria, Denmark, Norway, Portugal, Sweden, Switzerland, and the United Kingdom, with Finland an associate member.

Toy exporters organize to promote overseas sales

A trade association dedicated to increasing exports of American toys has been formed by ten independent firms, who are Toy Export Sales Representatives for various U.S. toy manufacturers. Members include:

Century Distributing Co., Guiterman Company, Inc., Kalglas International Inc., Kraemer Mercantile Corporation, Lionel-Essex International, E. Miltenberg, Inc., Max Morgan Associates, Overseas Agencies, Henry L. Shrier, Inc., and H. G. Wathen & Co., Inc.

The aims of the association include dissemination of information helpful to the expansion of American toy exports; cooperation with government and private organizations interested in furthering U.S. toy exports, and the representation of the interests of the U.S. toy export trade in matters of general concern.

Conversion values of European currencies

By PAUL A. MAYER

Bureau of International Commerce

The value of all principal European currencies both in terms of dollars and in terms of other principal European currencies, is shown in the accompanying table.

The table can be read "both ways;" e.g., it shows that $1 buys 7 shillings and two pence (line 1), and also that £1 buys $2.80 (line 7). A reader interested in, say, Belgium and Holland, will find the following pertinent relations:

- 100 Belgian francs buys $2.00 or 7.22 Dutch florins (line 3),
- 100 Dutch florins buys $27.73 or 1,385.04 Belgian francs (line 9),
- 1 U.S. dollar buys 50 Belgian francs or 3.61 Dutch florins (line 1).

The figures are based on official exchange rates. The table, however, is no more than a rough desk tool. In all cases of close financial calculations, up-to-the minute information must be obtained from banks or finance institutions specializing in foreign exchange.

Country	Currency Units		Value in	$	$	Bfrs	Dkr	Ffrs	DM	£ s d	Lire	Hfl	Nkr	Esc	Pts	Skr	Sfrs
U.S.A.	Dollars	$	1	Read	25.77	50.00	6.92	4.90	3.97	-. 7. 2	625	3.61	7.16	28.57	60	5.19	4.32
Austria	Schillings	S	100	3.87	Inter-	194.02	26.85	19.01	15.41	1. 7. 6	2,425	14.01	27.78	110.87	233	20.14	16.76
Belgium	Belgian francs	Bfrs	100	2.00	51.54	national	13.84	9.80	7.94	-14. 2	1,250	7.22	14.32	57.14	120	10.38	8.64
Denmark	Danish kroner	Dkr	100	14.46	372.40	722.50	Commerce	70.81	57.36	5. 3. 2	9,031	52.16	103.46	412.86	867	75.00	62.42
France	French francs	Ffrs	100	20.41	525.92	1,020.41	141.22	each	81.02	7. 4. 7	12,755	73.67	146.12	583.16	1,224	105.91	88.16
Germany	Deutschmark	DM	100	25.16	649.12	1,259.40	174.30	123.43	week.	8.19.11	15,743	90.93	180.35	719.65	1,511	130.73	108.81
Great Britain	Pounds	£	1.-.-	2.80	72.76	141.18	13.38	13.83	11.12	It	1,750	10.11	20.05	80.68	169	14.53	12.10
Italy	Lire	Lire	1,000	1.60	41.23	80.00	11.07	7.84	6.35	-.11. 5	helps	5.78	11.46	45.71	96	8.30	6.91
Netherlands	Holl. florins	Hfl	100	27.73	713.85	1,385.04	191.68	135.73	109.97	9.17.10	17,313	you	198.33	791.42	1,662	143.76	119.66
Norway	Norw. kroner	Nkr	100	13.96	359.92	698.32	96.64	68.44	55.44	4.19. 9	8,729	50.41	sell	399.02	838	72.48	60.33
Portugal	Escudos	Esc	100	3.49	90.20	175.00	24.22	17.15	13.90	1. 4.10	2,188	12.64	25.06	your	210	18.17	15.12
Spain	Pesetas	Pts	100	1.67	42.95	83.33	11.53	8.17	6.62	-11.10	1,042	6.02	11.93	47.61	product	8.65	7.20
Sweden	Swedish kronor	Skr	100	19.28	496.53	963.39	133.33	94.41	76.49	6.17. 6	12,042	69.55	137.95	550.48	1,156	world-	83.23
Switzerland	Swiss francs	Sfrs	100	23.13	596.53	1,157.04	160.18	113.43	91.89	8. 5. 4	14,467	83.56	165.74	661.34	1,389	120.13	wide.

Election campaign not expected to muffle British business boom

Both parties committed to greater productivity; unemployment decreasing; retail sales are up

By NATHANIEL KNOWLES
Commercial Counselor, U.S. Embassy, London

British businessmen entered 1964 on an upswinging economy and appear little bothered by pre-election jitters.

NATHANIEL KNOWLES

A general election must be held by October, and there is a strong possibility that the Conservative Government will go to the country sometime this spring.

Through 1964, however, the forecast is for a continuation of the strong, upward trend of industrial activity and consumer purchasing power.

In the spring of 1963 the economy reached the low point of a 2-year recession. The unprecedented cold winter accentuated the decline and resulted in record levels of unemployment, accompanied by stagnation in many lines of productive activity. The Government acted strongly to encourage economic expansion.

Over the past 6 months, unemployment has decreased substantially and in many areas there is again a scarcity of labor. The latest figures show unemployment at 2%. Retail trade is up by 5% over the previous year and is now running at record levels. The production index has risen from 115 to 122, led by steel and automobiles.

Wages on upswing

Although the Government has attempted, with some success, to dampen wage increases, wages have risen 2.5% over the past year. Wage pressures are mounting and sizeable increases can be expected in 1964. In consequence, the purchasing power available for consumer goods will rise. Consumer expenditures for convenience foods, clothing and personal items and for recreational activities should increase significantly.

Both political parties are promising large programs for the construction of housing units, schools, medical facilities and roads. Expenditures for these programs should reach record levels in 1964. Consequently, the market for new and improved machinery, building materials and labor-saving tools of all kinds will be expanding.

Plants modernizing

Modernization of plant and manufacturing processes is being pushed by both parties. Large exports are essential to the British economy, and only a higher level of productivity can assure them. The necessary viability of the economy cannot be maintained unless the competitive position of industry vis-a-vis the U.S. and the Common Market continues to improve.

Higher labor costs will also stimulate investments to increase plant efficiency through automation, quality testing, inventory controls, materials handling and better administrative procedures.

One year ago the need to become efficient and meet expected internal competition from the Common Market provided the impetus for modernization. Today, with Britain still outside the Common Market, businessmen realize costs must be reduced to sell over tariff barriers.

The United Kingdom Government actively encourages industry to invest in modern machinery and equipment. The 1963 Finance Act offers extremely favorable modernization incentives to industry. Productivity experts in and out of Government are concentrating upon top management to sell the idea of modernization and higher productivity to those who control the pursestrings. The productivity drive of 1963 will undoubtedly carry over through 1964.

Expansion over the past 6 months has so far generally been taken care of by utilizing excess plant capacity and has not required much new construction. Further production gains should stimulate plant investment over and above the impetus provided by the modernization drive.

Not reflected yet

Improvement in the rate of private investment has not yet had time to be reflected statistically, since many months must elapse between the return of business confidence and the completion of modernization plans, with the subsequent placing of orders.

The Chancellor of the Exchequer has succinctly summarized future prospects:

> "All the main elements of demand are growing. Public investment is rising quite rapidly and there are very clear signs that the level of private investment, which has been falling a little in recent years, has now reached the turn and will be moving up in 1964."

Green light

For 1964 the green light is on.

Even in the 2-year recession period, U.S. exports of manufactured products to the United Kingdom, with few exceptions, increased. Trade statistics indicate that within the past 6 months, U.S. exports to the United Kingdom are feeling the impact of the economic upswing. The U.S. businessman should seize the opportunity to obtain a still larger share of both the consumer and industrial goods markets.

Higher U.S. labor costs do not necessarily mean that U.S. products may not be competitive. On the contrary, industries geared to mass production for the U.S. market, and which have efficient materials-handling equipment, streamlined production and management techniques, and lower administrative and unit sales costs may have a total cost advantage over British manufacturers. Prompt deliveries, superior quality and unique design add to sales potential.

The opportunity is here in 1964.

Colombia hydro scheme gets $45 million IBRD loan

The International Bank for Reconstruction and Development (World Bank) has loaned the equivalent of $45 million to Empresas Publicas de Medellin for the expansion of electric power in Medellin, one of the largest and most industrialized cities in Colombia. All main contracts are being awarded on the basis of international competitive bidding.

The hydroelectric development being assisted is located on the Nare River about 25 miles east of Medellin. The first stage of the project includes the construction of a small diversion dam on the Nare River; an inlet pressure tunnel 3 miles long; an inclined penstock tunnel about three-quarters of a mile long; a powerhouse cavern excavated for four 66,000-kilowatt units, of which only 2 will be installed initially; and a free-flow tailrace tunnel 3 miles long. The power plant cavern will be excavated in solid rock at a depth some 2,300 feet below ground level.

Embassy reports sales prospects in Japan were 'never better,' but U.S. share of market slipping

Japan liberalizing import and exchange restrictions; energy needed to offset decreasing reliance on U.S. goods

Prepared by U.S. Embassy, Tokyo

Prospects for selling a wide variety of U.S. products in Japan were never better.

Japan will be host to the Olympic Games in 1964; it will become a full member of the Organization for Economic Cooperation and Development (OECD); and it will assume Article VIII status under the International Monetary Fund (IMF). In preparation for these new responsibilities, Japan is liberalizing its import and exchange restrictions.

However, competition for the expanding Japanese market is growing. If U.S. exporters are to maintain their present share in that market, greater efforts must be made to compete with local Japanese as well as West European suppliers.

Sustained and vigorous sales efforts by U.S. exporters, supported by a knowledge of the Japanese market, can maintain the U.S. position as principal supplier of Japan's growing needs for imports. However, although U.S. exports are increasing, the U.S. share of the market is gradually declining.

Japan is expected to remain the largest overseas purchaser of U.S. goods in 1964, second only to neighboring Canada. Although year-end figures are not yet available, U.S. exports to Japan last year amounted to $1.7 billion, slightly less than 1961's all-time record (also $1.7 billion), and well above the $1.4 billion of 1962. U.S. imports from Japan almost reached $1.5 billion for the first time in 1963 and Japan remained the U.S.'s second-ranking supplier.

Favorable factors

The year ahead is expected to be another period of increased industrial production and general economic growth. Japanese imports will continue high, with requirements for certain imported industrial raw materials and agricultural products rising.

The economic and trade outlook, as appraised by the Japanese Government's Economic Planning Agency (EPA), is for an expansion in gross national product of 7% in real terms for fiscal 1964 (ending March 31, 1965), compared with an estimated 8% to 9% increase for the 1963 fiscal year. Industrial production is expected to rise by 9%, down from the expected increase of 13.6% forecast for fiscal 1963.

EPA anticipates that personal spending will expand by 11.7% (estimated rise in fiscal 1963, 15.3%, and business spending on new plant and equipment will increase by 3% (estimated rise in fiscal 1963, 4%. Major emphasis will be on export expansion and stabilization of consumer prices.

Total imports into Japan in fiscal 1964 are expected to increase by 8% and exports by 12 or 13%, and will approximate $7.6 billion and $6.4 billion.

The trade targets anticipated for fiscal 1964 appear realistic when compared with actual accomplishments in calendar 1963. Imports in 1963 (based on customs data) were valued at $6.7 billion c.i.f., an increase of 19.5% over 1962. The U.S. supplied about 31%. Exports rose by 10.8% to $5.4 billion f.o.b., and the U.S. share amounted to about 28%. The U.S. thus continued as Japan's most important trading partner.

The $1.3 billion trade deficit was Japan's third largest, the others occurring in 1957 and 1961 when remedial measures were taken to slow the excessive rate of economic growth and halt the drain on foreign exchange reserves.

Measures to check the growth rate are again being considered, and banks have already been required to increase their reserves and curtail loans in an effort to prevent the international payments situation from deteriorating. However, Japan does not wish to impede steady economic progress by resuming the tight money policy abandoned only a year ago.

Market good

U.S. machinery and equipment exports have played a key role in the postwar modernization and expansion of Japan's major industries. Japanese requirements for progressively more advanced and sophisticated machinery for its industries will offer a significant potential for increased U.S. exports, although Western European producers are expected to give strong competition in this field.

Rising labor rates and increased raw material costs are forcing Japanese industry to seek out the latest and most advanced equipment to maintain its competitive position in world markets. Large investments will be made in such fields as automated industrial equipment, electronic computers, bookkeeping and accounting machines, and scientific controlling and measuring equipment.

Japan's air transport industry has leaned heavily toward U.S. equipment in the past decade. Aggressive salesmanship of superior products should continue this trend of reliance upon U.S.

Tokyo Trade Center

A stepped up program of U.S. Government assistance to U.S. exporters seeking new and enlarged markets in Japan includes a U.S. trade Center, fronting on one of the major thoroughfares of Tokyo and possessing 7,000 square feet of total exhibit area. The Center opened last April with a show of Industrial Instruments and Laboratory Apparatus.

The Trade Center show schedule for calendar year 1964 led off with small business machines, and is planned to include leather (Feb. 26-March 6), fruit (March 18-27), food processing equipment (April 14-May 1), commercial laundry and dry cleaning (May 26-June 12), advanced electronics (July 7-24), soybeans (Aug. 1-Sept. 20 [tentative], sporting goods (Oct. 6-23 [tentative], and packaging machinery (Nov. 17-Dec. 4 [tentative].

Both U.S. exhibitors and Japanese importers have shown a strong and sustained interest in the shows to date. Sales made at shows, or as a result of shows, already exceed $4 million. Sales projections confidentially obtained from a substantial number of U.S. exhibitors indicate that these firms will double their dollar volume in the next 18 months as a direct result of their participation.

THRU THESE PORTALS pass Uncle Sam's best overseas customers, Japanese businessmen. Is your product getting full exposure in the robust Japanese market?

The vast complex of medium and small scale Japanese industry, however, remains relatively antiquated and inefficient. Plant, equipment and related operating methods are obsolete. Since many small industries in Japan operate as subcontractors and suppliers of components to the larger manufacturers, competitive pressures upon the latter will exert an irresistible influence downward, making modernization imperative throughout the industrial structure of Japan.

Although much of the necessary equipment and machinery needed to complete this modernization can and will be supplied by local manufacturers, a substantial portion of Japan's requirements undoubtedly will be imported, especially advanced machinery of high productivity and high quality output.

Alert and aggressive U.S. manufacturers and exporters, who know their market, are price competitive, and are prepared to render reasonable after sales services as required, should share in the fruits of Japan's industrial expansion.

Top customer

Another good year is in prospect for U.S. agricultural commodities in the Japanese market. The total value of all U.S. farm products moving to Japan in 1964 may exceed 1963, which probably set a record of close to $600 million. Market development work by the U.S. Department of Agriculture is helping accelerate the pronounced swing to western-type foods and other products that increase the demand for imports of U.S. farm goods.

Particularly promising for 1964 are purchases of U.S. wheat and grain sorghums. The possibility of strong wheat sales reflects the short 1963 crop in Japan along with reduced availability from Canada, following the large commitment of Canadian wheat to the Soviet Union. Grain sorghum has found ready acceptance in Japan, and imports in 1964, all from the U.S., could approach the million ton mark. Grain sorghum imports have just been liberalized, and this should further increase sales.

Early indications point also to larger sales of corn, cotton, soybeans, animal fats, cattle hides and skins, alfalfa meal and pellets, poultry meat, chicks, and raisins.

Olympics

Special fund allocations will be made for the Olympic Games in Tokyo in the fall. These allocations should prove especially beneficial to U.S. citrus fruits and to some processed fruit and vegetable products. Imports of all of these items now are curtailed by the limited import budget made available for their purchase.

In addition to the traditional industrial and raw material exports from the U.S., an increasing level of consumer income has opened a potential market for consumer goods other than the agricultural products already mentioned.

Over the past 10 years, the average monthly living expenditures of urban families have approximately doubled and an increasing portion has been for items other than basic necessities. This is evidenced by the booming market in household electrical and electronic appliances (90% of the houses in Tokyo have television). Sound recorders, reproducers, musical instruments, photographic equipment, and sporting goods are selling in increasing amounts.

Clothing imports rise

Clothing imports, though small, are increasing. During the past year, high fashion from France and Italy has been shown to excellent advantage in Tokyo, and wearing apparel from both countries is available in leading stores. One large U.S. fashion show has been held and one department store has shown middle-priced U.S. dresses.

So far there has been no significant penetration of the Japanese consumer goods area by U.S. manufacturers. U.S. manufacturers of consumer items with export potential should therefore look closely at the rapidly developing Japanese market for such goods.

U.S. sales to Norway expected to continue rising during '64; EFTA partners boost trade share

U.S. firms to bid on supplying equipment to 2 hydro projects; teen age market requires more ready-to-wear clothing

By VIRGIL M. ELLIOTT
Commercial Attache
U.S. Embassy, Oslo

An anticipated continuation of the high level of business activity which prevailed last year augurs well for U.S. exports to Norway in 1964. Through the first 10 months of 1963, U.S. sales of $103 million to Norway were up nearly 3% over the same period of 1962.

VIRGIL M. ELLIOTT

The U.S. ranks fourth as a supplier of goods to Norway, following Sweden, the Federal Republic of Germany and the United Kingdom.

Tariffs among the member countries in the European Free Trade Association (EFTA) were lowered by a further 10% on January 1, bringing the rates down to 40% of their original level and giving exporters in other EFTA countries a distinct advantage in the Norwegian market. Approximately 42% of Norway's total foreign trade takes place within the EFTA.

Exposed more and more to competition from abroad, Norwegian businessmen are becoming increasingly interested in the application of electronics to industrial processes and the greater use of materials handling equipment. Developments and experiences in these fields in the U.S. are being watched closely.

The mechanization of work in the forests is also a subject of considerable study in Norway and interest has also been evidenced in U.S. techniques and machinery for logging and transport operations.

U.S. concerns will soon have an opportunity to bid on the supply of equipment for 2 large hydroelectric power plants to be constructed at Rana and Trollheim by the Norwegian Water Resources and Electricity Board.

A canvass of the leading Norwegian import firms indicates good 1964 prospects for U.S. sales of cargo handling and automated equipment for ships, chemicals, synthetic textiles, bowling alleys, children's clothing, women's dresses and lingerie, battery-powered tools and devices, catering equipment, and teaching machines.

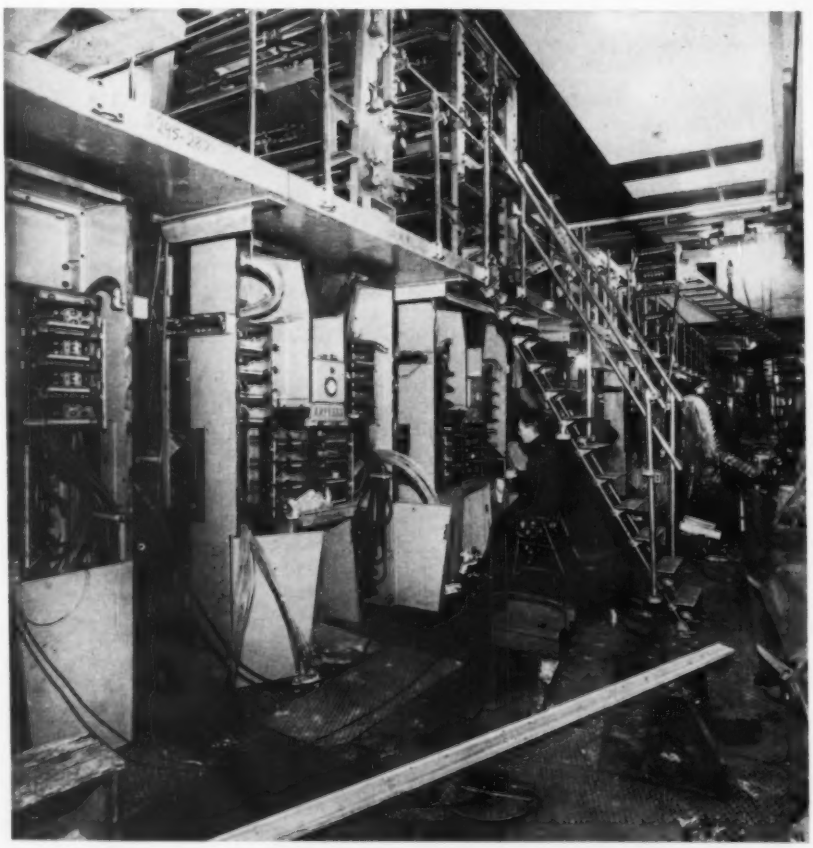
As in other developed countries the teen-age market in Norway is expanding rapidly and offers a number of opportunities for U.S. manufacturers of ready-to-wear clothing for this important consumer group.

The increase in disposable consumer income for 1963 was estimated, in the National Economic Budget, at about 3% to 4%, and the gain in private consumption at 3%. A similar rate is predicted for 1964.

Although world market prices for Norway's primary exports show little prospect of complete recovery, the overall picture is promising, with industrial expansion under way in the chief foreign markets and with Norway's competitive position enhanced by the relatively stable price and wage trend of 1963.

With the upward trend of external demand sustaining the rate of overall production growth, the government proposes to tackle the task of reducing the heavy payments deficit, which in the past few years has been covered by exceptionally heavy borrowing abroad.

A continuing satisfactory growth rate for Norway's economy depends on the



COLORFUL NEWS: An 8-unit U.S. rotary color press being installed in the Oslo *Aftenposten*, Norway's largest daily newspaper. U.S. sales to Norway are rising, and the U.S. is 4th among Norway's suppliers.

favorable economic trend in the U.S. and Western Europe continuing through 1964, stimulating production for export in branches outside the traditional export industries.

Imports of wheat are expected to be about 325,000 metric tons, of which more than one-third will come from the U.S., in part due to the failure of the USSR grain crops. Rye imports will be roughly 50,000 metric tons, most of which will come from the U.S., since other traditional sources are unable to offer sufficient quantities of acceptable quality this season.

Corn imports may rise slightly and about 90,000 metric tons are expected to be imported, most of which, or about 85,000 metric tons, will come from the U.S. Total imports of raisins, oranges and canned fruit are expected to increase.

The strong U.S. position in the Norwegian lemon market seems unthreatened and more than four-fifths of total lemon imports (about 2,300 metric tons annually) will come from the U.S. this year.

The successful results achieved by U.S. businessmen through "working" visits to Norway underline the importance of personal contact as a means of developing export business. As the U.S. trade mission to Norway reported, "this business will not automatically come to U.S. firms, it must be actively sought."

Burma buys more from U.S.; state traders order most

The U.S. share of the Burmese market rose from 4.1% in 1962 to 6.2% in 1963, or from $8.9 million to $14.4 million. Although the largest increases were in traditional U.S. items such as machinery and spare parts, chemicals and drugs, and lubricants, sales of plastic goods, household goods, and scientific and sound equipment also rose significantly.

The rise reveals that there are trade opportunities in Burma despite the very restrictive Government regulations on local business. While certain U.S. products appeal to the Burmese, a much larger market could be developed for U.S. goods through competitive pricing and aggressive salesmanship.

U.S. producers interested in the Burma market should make direct contact with the Government of Burma's 2 new state trading organizations located in Rangoon, the People's Stores Corporation and the Myanma Export-Import Corporation, as they will now be handling the bulk of Burma's import trade. (See INTERNATIONAL COMMERCE of December 2, 1963, p. 32.)

FINNISH INDUSTRY: An aerial view of the Oy Finlayson-Forssa Ab cotton mill in Tampere, Finland. Hopes are high for Finnish industry in 1964, since output was 4% above previous records during 1963.

Finnish economy appears ready to resume upswing during '64; U.S. share in imports rises

Finns tighten EFTA ties—all tariffs due to go by '68; strong effort planned to promote sale of U.S. goods

By STEPHEN DUNCAN-PETERS
Commercial Attache
U.S. Embassy, Helsinki

After marking time during 1962 and most of 1963, Finland's economy seemed to be entering 1964 on the upswing, and U.S. chances of increasing its trade share appear encouraging. Finnish business leaders were also displaying a cautious optimism concerning the coming year.

STEPHEN DUNCAN-PETERS

Industrial production increased in 1963. The October index of productive activity reflected a substantial 7% increase over the preceding October's figures. Industrial production was exceeding 1962's record levels by about 4%. Export sales were about 3% higher than last year's shipments while imports fell by over 4%.

Unemployment, which traditionally is at its height during the winter season, when the construction industry's and agriculture's demands for labor are at a minimum, was well below 1962.

Foreign trade statistics covering the January-September period, revealed that Finland's imports fell to $894.5 million (Jan.-Sept. 1962=$928.4 million) while exports rose to $837.3 million (Jan.-Sept. 1962=$813 million). The main suppliers, totals in millions of dollars, were: the German Federal Republic, $161 (1962=$193); USSR, $135.6 ($112.5); the United Kingdom, $122.9 ($124.9); Sweden, $99.9 ($107.1); and the U.S., $55.1 ($55.1).

Although the value of imports from the U.S. remained almost unchanged, the

U.S. share of total imports grew from 5.9% in Jan.-Sept. 1962 to 6.2% in the corresponding period of 1963.

Sales of U.S. products over the January-August period consisted mainly of manufactured goods such as non-electric machinery, transportation machinery, transportation equipment, electrical machinery, textile fibers, plastic materials, textile fabrics, chemicals, chemical products and scientific instruments. The main agricultural commodity product sales from U.S. sources were tobacco manufactures, fruit, oil seeds and wheat.

Finland's exports to the U.S. also remained practically unchanged from 1962, amounting to $44.3 million. The United Kingdom continued to be Finland's main overseas market, accounting for 21% of its total exports ($176.1 million) while the USSR absorbed 16.1% ($134.6 million) and the German Federal Republic took 12.3% ($103 million).

Principal imports

Import commodity figures for January-August 1963 showed that Finland's principal imports (values in millions of dollars) were as follows: non-electric machinery ($134.3); transport equipment, all types ($74.3); iron and steel products ($54.7); electrical machinery ($52.8); petroleum products ($52.2); textile fabrics ($48.7); wheat ($36.4); fruit ($28.1); coffee, tea, and cocoa ($25); manufacture of metals, all types ($21.2); textile fibers ($18.4); chemicals ($18.1); coal ($18); plastic materials, resins, etc. ($16); manufactured articles, all types ($15.6); minerals ($14.7); and scientific instruments, all types ($13.8).

The present fiscal difficulties and tight money market are expected to continue well into 1964. As a result investment is expected to slacken still further and the present weakness in construction activity is apt to continue. Consequently, imports of manufactured investment goods, particularly those relating to public works projects and building operations, are expected to be materially reduced. In addition to construction machinery and equipment, building supplies, hardware, and electric fixtures should also reflect lessened demand.

Stronger demand

U.S. manufacturers can expect strong demand for such goods as trucks and buses, raw materials for plastic manufactures, medium priced textile fabrics or clothing apparel, sports items, small boats (in the late spring and summer), and television parts. Heavy machinery imports, especially those utilized in mining, petroleum refining, smelting and the fabrication of iron and steel products, are also expected to rise following new or contemplated investments in these fields.

Automobile import prospects appear especially bright. Retail prices are expected to decline following a 7-8% reduction in taxes on automobiles scheduled for January 1. Although automotive repair equipment and part prices will apparently remain at their present levels, demand for those products should increase in proportion to the expected rise in automobile imports.

Finally, the U.S. may somewhat expand its sales of agricultural commodities in Finland. Normally the country imports substantial quantities of cereal and other agricultural products from Eastern Europe, but since the latter may not be able to fulfill the entire need in the near future Finland might seek these commodities elsewhere.

Vital industry

New processing mills now under construction will be adding substantially to Finland's output of bleached and unbleached pulp early in 1964. These investments reflect the vital wood processing industry's confidence in the future.

Acutely aware of the international competition confronting them, leading Finnish firms in the industry are actively seeking new markets for their products in Latin America, Eastern Europe, Africa, and Asia.

They are participating, on an increasing scale, in international trade fairs and expositions. Furthermore, they maintain an active interest in the newest techniques and latest technological developments. U.S. manufacturers and suppliers of forestry product machinery and equipment have traditionally viewed Finland as an important market and should continue paying special attention to the Finnish forestry product industries.

As of September 30, Finland's growing foreign currency reserves totaled $207.3 million. Governmental policy has consistently favored the liberalization of import controls to the greatest degree practicable. These factors, supplemented by the country's enviable credit reputation make Finland an attractive market for exporters.

It should be emphasized, however, that its very attractions have made it a very competitive market. The U.S. supplier must be prepared to confront stiff rivalry from knowledgeable exporters, particularly German and Swedish manufacturers who are prepared to adapt their products to Finnish specifications or preferences.

EFTA integration

Finland is becoming more closely integrated with the European Free Trade Association (EFTA). As an associated member its tariffs are being adjusted to favor its EFTA partners. A meeting of the joint council of FINEFTA (Finland and EFTA), held in Helsinki in September, 1963, agreed that all tariffs between Finland and EFTA would be eliminated by December 31, 1967.

To meet this increasing competition from EFTA and other countries, the U.S. has scheduled a particularly extensive export development program for Finland during 1964.

A U.S. Trade Mission will spend several weeks in the country during May. U.S. participation in the Helsinki International Trade Fair, scheduled for September 17-27, is under active consideration. A visit by the First U.S. World Trade Fair Ship is tentatively planned for November. Participation in other smaller local exhibitions is being prepared or under review.

In addition to these measures the Department of Commerce is also arranging for detailed market surveys to analyze the sales potential of selected U.S. manufactured goods in this market.

U.S. suppliers will thus find ample opportunities to exhibit or otherwise introduce their products into this attractive market. Furthermore, detailed information regarding it is available from the Department of Commerce. The rest is up to U.S. business.

Kansas Directory

The "1964-65 Directory of Kansas Manufacturers and Products" is ready for distribution.

The 210-page book contains up-to-date information on Kansas business and industry, listing a total of 3,892 firms in 275 categories. The directory lists the firms alphabetically, geographically, by product based on U.S. standard industrial classification and by size according to number of employees. In addition, firms exporting their products to foreign countries are indicated.

The new directory sells for $5 and is available by mail order from the Department of Economic Development, State Office Building, Topeka, Kansas, or from the Kansas Information Center at 155 East 44th Street, New York, N.Y., 10017.

U.S.-Korea trade outlook mixed; AID-backed sales curtailed, but export chances can be developed

Better business climate depends on Government stability plan; Government aims to curtail reliance on raw material imports

By ALVIN C. EICHHOLZ
Commercial Attache
U.S. Embassy, Seoul

The outlook for Korea's economy this year is mixed. General business activity will probably remain for some time at about the same level as at the end of 1963.

ALVIN C. EICHHOLZ

Prospects for expanding U.S. exports are uncertain, as U.S. aid-financed imports will be reduced and the level of commercial imports is expected to be lower since the Korean Government's own exchange holdings have diminished. The overall U.S. share of Korean imports, however, should remain at about 50% of the total.

The increased impact of the limited worldwide procurement policy for AID "supporting assistance" raised the share of U.S.-funded imports to about 85% at year end. This high level also reflected the somewhat larger proportion of total U.S. aid represented by Public Law (PL) 480 (for grains and cotton) and development loans (for capital equipment), in which cases procurement is exclusively tied to the U.S. By contrast, however, the U.S. share of Korea's non-aid imports last year was less than one-fifth.

Inflation continues

At year end inflationary tendencies continued, although at a lesser pace. Wholesale prices reached record highs during the year, but slacked off seasonally in November and December because of the large rice crop. Nevertheless, the December wholesale price index was nearly 34% above the figure for December 1962, and the Seoul consumer price index was 29% higher.

Economic problems facing the newly-elected civilian government, which took office in mid-December after 2½ years of military rule, include achievement of the objectives set forth in the financial stabilization program adopted early in 1963. These include holding to agreed ceilings on money circulation, commercial credit extension, and the budgetary deficit, and maintaining a minimum level of foreign exchange reserves.

The new government has announced a 4-point basic economic program to stabilize business conditions: **(1)** a gradual lifting of price controls, **(2)** the adoption of a long-term economic development plan to help achieve stability, **(3)** the enforcement of austerity on the country as a whole, and **(4)** new export promotion efforts. An improved business climate will depend on the success the new government has in implementing these policies.

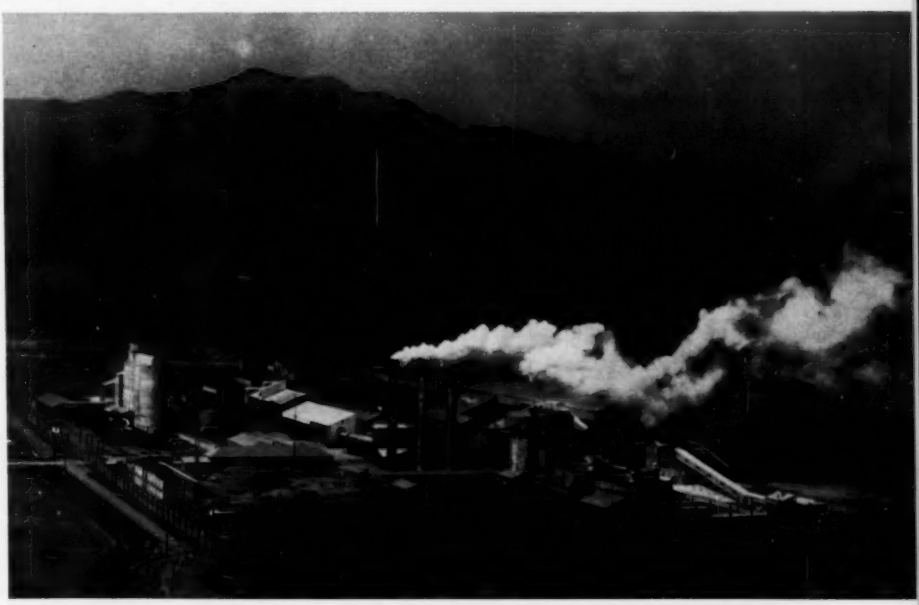
Improvement can also be expected in the potentially important fisheries industry with the conclusion of several contracts for new boats and facilities. The export potential for Korea's marine products is good. U.S. interests might explore the long-term possibilities of the industry for investment and the supply of equipment and know-how.

Industrial output up

Industrial production, which established new records during 1963 largely due to the high level of demand and raw material imports during the first half, tapered off after September. Industrial raw material supplies became scarcer and prices advanced.

Government policies will be directed toward greater use of domestic products wherever possible, to meet the material supply problem. The completion of a number of important industrial projects —which will result in greater production of fertilizers, cement, iron and steel, industrial chemicals, textiles, and paper and other products—will strengthen the industrial base and aid the material supply situation. The new oil refinery of the government-controlled Korea Oil Corporation, in which Gulf Oil has a $5 million (one-fourth) equity interest, is scheduled to go into production shortly.

The increased local supply of these essential products should bring substantial foreign exchange savings, relieving the heavy pressure on the exchange reserve fund. In spite of these favorable developments, the Korean economy will continue to be heavily dependent on raw



BUILDING BLOCKS: One of the 2 cement plants which formerly tried to supply South Korea's entire demand. Three recently constructed plants will help fill the country's expanding construction needs.

material imports. Much of these requirements will be supplied by U.S. exporters, mainly through U.S. aid programs which have been running at slightly over $200 million annually the past few years.

Proposals of the Korean Government's Economic Planning Board estimate that AID-financed imports will probably be around $90 million during 1964, a reduction of about $30 million from 1963; and imports financed with the Korean Government's foreign exchange (called "KFX") will total about $150 million, compared with about $200 million in 1963. Major proposed AID import items include fertilizers and farm chemicals, fuels, machinery, logs, pulp and paper products, fibers, industrial chemicals, and metals. These will, of course, be supplied mainly by the U.S.

KFX funds will largely be expended for (in millions of dollars): machinery and equipment, $29; metals, primarily steel sheets, and plates, $19.2; industrial chemicals and pharmaceuticals, $16.2; fuels, $16.4; fertilizers and farm chemicals, $15; and other industrial materials, $11.

The level of PL 480 assistance has not yet been determined.

Import controls

The Trade Program for the first half of 1964, effective January 1, continued the earlier restrictions, and a limited number of items was added to the list of prohibited imports. The export-import link system under which KFX import allocations for traders are governed by export performance, is being continued. High priority will be given to materials for export and import substitution industries.

To achieve a smoother flow of materials to industries, import permits will be processed under the exchange allocations on a quarterly basis. This should reduce shortages and certain disruptive elements that aggravated the import picture during the second half of last year.

The serious foreign exchange situation is a major challenge to the new government. Heavy imports in the first half of 1963, requiring a sharp draw down of exchange holdings, created a serious problem. Total international reserves plummeted from $167.5 million at the beginning of 1963 to $108.1 million on October 31. By year-end they stood at $131.5 million. The difference represented a loan from a U.S. bank, as well as the equity investment (and a loan) made by Gulf Oil, noted earlier.

A favorable side of the exchange picture was the record export total for 1963, which reached $85 million, although this was achieved largely through subsidization and required heavy imports of raw materials. The export target for 1964 has been set at $100 million.

Total imports were also up sharply, and although Korea's trade imbalance remained severe, it was nevertheless reduced from a ratio of over 7 to 1 in 1962 to a little more than 6 to 1 last year.

Sales possibilities

While Korea's economic difficulties thus do not present an encouraging picture for any immediate overall rise in U.S. sales, increasing stability and continued expansion in the industrial sectors should create specific opportunities, particularly for equipment and machinery suppliers.

However, several temporary competitive elements came into use late in 1963, including paying for imports on a deferred-payment basis and by barter transaction, means which Japan mainly employed to increase its sales to Korea.

U.S. exporters and investors must also consider the prospects for conclusion of an agreement normalizing relations between Korea and Japan, which some observers believe may take place this year. Intensified competition from Japan will be accompanied by increased sales efforts by European suppliers.

However, rising prices in other countries favor U.S. exporters, and U.S. companies enjoy a good reputation in Korea for quality products and service. These advantages should be exploited, with a more aggressive approach by those U.S. exporters interested in maintaining a foothold in the Korean market, both for the near future and for the important longer run.

British firm seeks license to make computer parts

A firm of precision engineers seeks a licensing arrangement for the manufacture of computer peripheral equipment such as tape decks and transports, printers, and card readers; aero engine fuel systems; hydraulic systems; gyro and inertial navigation equipment; special purpose machine tools; and devices for automation, from individual components to final assemblies.

Write to Metpresco Engineering Ltd., North Feltham Trading Estate, Feltham, Middlesex, England.

SEEKS PRECISION EQUIPMENT

Manufacturer of precision equipment seeks license to produce precision capital goods for the European market. AB Sundsvalls Verkstader, Fack, Sundsvall 1, Sweden.

International Trade Winds

SHRIMP-BOAT equipment is to be sold to a Colombia firm under a contract awarded to Morgan's, Inc., of Savannah, Ga. Morgan's vice president and treasurer reports that considerable assistance in negotiating a 4-year Export-Import Bank credit guarantee for the several-hundred-thousand-dollar transaction was furnished through the Commerce Department's Savannah Regional Export Expansion Committee.

FORK-TRUCK manufacturer, Ruhr Intrans Hubstapler GmbH, Mulheim, Germany, has been acquired completely by Clark Equipment Co. of Buchanan, Mich., which formerly owned 30% of the German firm, while Hugo Stinnes Industrie und Handel GmbH owned 70%. Included in the purchase was the wholly-owned Ruhr Intrans subsidiary, Scheid Maschinenfabrik GmbH, Limburg, makers of construction machinery for more than 80 years. Clark also recently purchased Tyler Refrigeration International GmbH, Schwel.

POPCORN has been taking hold in India ever since 1955, when a German businessman sowed 40 pounds of seed on 5 acres in Bangalore, harvested the crop, and found that it really popped. Today Indian farmers to whom he provides Chester Hybrid seed from Indiana produce more than half a million pounds a year on 70 acres. His first 15 electric popping-vending machines were imported from America, 9 more were assembled from imported parts in India, and new ones are being made in India.

SOABAR EUROPA, N.V., has been established by the Soabar Co., Philadelphia manufacturer of marking machines, tickets, tags and labels. With a general manager in Voorburg, The Netherlands, the subsidiary will work to provide improved service and deliveries.

Four manufacturing firms and State Port Authority newest 'E' winners

U.S. producers of machine tools, spark plugs, staplers, force measurement systems and instruments expand export operations

Five new winners have been added to the more-than-425 U.S. firms and organizations which have been presented with the President's E-for-export award.

Three manufacturing firms received the pennant on February 19: Baldwin-Lima-Hamilton Corporation (Electronics Division), Waltham, Mass.; Champion Spark Plug Company, Toledo, Ohio (presentation at the International Automobile Service Industries Show in San Francisco); and Fellows Gear Shaper Company, Springfield, Vt.

The following day the award was presented to Bostitch, Incorporated, East Greenwich, R.I., at a plant ceremony attended by John H. Chaffee, Governor of the State; and on the 21st, the Maryland Port Authority, Baltimore, received the citation.

Variety of tools

Training programs are credited by two of the firms as valuable tools in their expansion of export sales; other techniques also are emphasized.

■ Baldwin-Lima-Hamilton Corporation (Electronics Division), Waltham, Mass., manufactures force measurement systems and instruments, strain gages, load cells.

The company has been expanding its export program over a number of years and now has representatives in all but 2 countries of Europe as well as in 18 other countries, and other points on the globe. Seven of these representatives were acquired in the last few years with the assistance of the Department of Commerce.

Since 1956, the value of its overseas sales have more than doubled.

The firm continually evaluates the performance of its overseas representatives and replaces them as need be in order to have qualified, experienced sales and service personnel in each country.

■ Champion Spark Plug Co., of Toledo, Ohio, manufacturers of automotive, aviation, and industrial spark plugs, is doing business in about 200 foreign marketing areas.

Of special importance in expansion of worldwide sales, the company stresses, is its continuous foreign training program in both technical and marketing fields conducted by 12 export representatives stationed around the world. These representatives held 257 sales and service clinics in 63 cities in one year. Toledo export personnel traveling overseas assist in the program.

Product research and development and extensive advertising through both international and local media also have contributed to the increase in Champion's export sales.

■ The Fellows Gear Shaper Co. of Springfield, Vt., manufacturer of machine tools for cutting, finishing, and inspection of gears, considers the servicing of its equipment as of primary importance. As export shipments have increased substantially in the last few years, Fellows has trained service engineers from among its overseas representatives. The company has also trained men sent to this country from customers' factories to obtain knowledge of machines on order.

In the past 4 years, the firm has had 211 visitors from 25 countries.

To meet increasing competition for overseas markets, the company stresses the quality, productivity, and minimal maintenance requirements of its equipment.

■ Bostitch Incorporated of East Greenwich, R.I., manufactures staplers and fasteners and has been exporting for over 25 years. For the past 7 years, the firm has made an intensive drive to develop its export operations. Export sales for (fiscal) 1963 were about 38% ahead of 1962 sales.

Company executives make extensive trips around the world. On one such trip, one firm official visited 20 countries and was able to increase company business immediately and plan for future increased sales as well.

The staple business is an extremely competitive one, and peculiarly subject to inroads from local manufacturers because of the ease with which a staple making operation can be set up, particularly if no attention is paid to quality.

Results of the Bostitch drive to develop their export operations are shown by the following 1963 figures (1946 figures in parentheses): Foreign travelers, 8 (1); foreign advertising budget (from East Greenwich), $75,000 ($10,000); foreign trade fairs participated in from the United States, 10 (0); foreign sales volume, $2,875,000 ($350,000); and export personnel, 6 (3).

■ The Maryland Port Authority, an autonomous body of the State of Maryland, is charged with development of port facilities in the State and with promotion and solicitation of cargoes for the ports of the State.

Since its formation in 1956, the Authority has worked to build up exports through the Port of Baltimore from the industrial areas of the East Coast and the Midwest.

To provide service to potential exporters, the Authority has established field offices in Chicago, Pittsburgh, New York, Brussels, and London. In the past year alone, these offices helped arrange for shipment overseas of six major industrial plants in addition to thousands of tons of cargo for other projects abroad.

Efforts of the Authority to stimulate exports have also taken other forms. Its Foreign Trade Department is holding several international trade seminars, and has coordinated three tours—two to Europe, one to South America—for Maryland businessmen interested in developing contacts and new accounts abroad. A fourth tour is being planned, this one to the Far East.

Trade List—Nigeria

A new 85-page Trade List of Business Firms in Nigeria has just been issued by the Commerce Department's Commercial Intelligence Division.

In general, the list includes the names of large and medium-sized importers active in more than one line of business. In addition, the major trading companies, which still account for more than 40% of Nigeria's imports, are listed, as are the chief manufacturing enterprises in Nigeria.

Also included are basic trade and industry data on the country; names of licensed commercial banks in Nigeria; U.S. firms, subsidiaries, and affiliates; chambers of commerce and trade associations; trade publications; and Department of Commerce publications on Nigeria.

Mimeographed copies of this and other Trade Lists (latest available listed in World Trade Opportunities section of this issue of *International Commerce*) may be purchased at $1 each from the Bureau of International Commerce and from the Department's Field Offices.

Trade shows, traveling seminar set for this spring in Japan; market for U.S. goods growing

Japanese said 'rolling out carpet' for U.S. business; seminar guests to get close-up view of key industries

U.S. businessmen will have an unusual opportunity to sell in the expanding Japanese market, in a series of trade promotion events in April and early May.

"The Japanese are really rolling out the carpet for American business; they are interested in both buying and selling," said Eugene M. Braderman, Director of the Bureau of International Commerce, in reporting recently on the scope of the program. It will cover two trade shows and a traveling seminar in which the visiting business executives will be guests of the Japanese for a close-up view of key industries.

The seminar is being sponsored by the Japan External Trade Organizations, (JETRO), from April 2-15, as a special feature of the Sixth Osaka International Trade Fair, where 39 U.S. firms will be exhibiting April 9-28. It will overlap the big show of food processing equipment at the U.S. Trade Center in Tokyo, April 14-May 1. U.S. businessmen interested in the tour should contact the Japan Trade Center in New York City.

The seminar will bring the visitors to important areas of Japanese industry, with the products ranging from cameras and electronics to heavy machinery. They will be briefed on legal aspects of trade, methods of financing, investment, production and marketing.

The Osaka International Trade Fair is one of the largest in the Far East, and the U.S. exhibit, developed by the Bureau of International Commerce and the refrigeration and air conditioning industry, will feature these products. The U.S. exhibit includes a skating rink as a demonstration of cooling equipment.

Twelve of the U.S. firms exhibiting at Osaka are new to the Japanese market, and six of them are new to overseas marketing.

About 20 other American manufacturers will be exhibiting and selling their food processing equipment at the U.S. Trade Center in Tokyo from mid-April to May.

U.S. exhibitors utilize the Center to demonstrate their products, take orders and find distributors and agents. At five shows there, sales have exceeded $4.25 million. The U.S. has other permanent trade centers in London, Frankfurt, Bangkok and Milan.

The Japanese market is attracting increasing attention from U.S. business interests, and the Maryland Port Authority and the Baltimore Association of Commerce have arranged a Far Eastern Tour for Maryland business people for early April. Coincidentally, Alaska will have a trade mission on the ground.

Last year, Japan bought $2 billion (c.i.f.) of U.S. goods, accounting for about 31% of her imports. A higher level is expected in 1964.

Milan Trade Center schedules show on refrigeration

32 firms representing 10 states to demonstrate, sell equipment

Thirty-two firms from ten states will demonstrate and sell the latest in U.S. electric cooling and refrigeration equipment during a March 1-7 show at the Trade Center in Milan.

The Milan Center is one of five permanent display facilities around the world, sponsored by the Commerce Department's Bureau of International Commerce, to boost exports of products "Made in U.S.A."

On-the-floor sales booked during the nine-day automotive service and maintenance equipment show, which opened the Center in January, totaled $401,000. Trade Center sales equaled almost half of Italy's full year imports of auto repair equipment in 1962.

In the first hours of that show, a coin-operated car-wash firm sold $70,000 worth of equipment. Another participant sold every piece of equipment displayed and signed two agency agreements. A total of 15 agency agreements were signed during the show.

AUTO SERVICE SHOW: On-the-floor sales at the recent automotive service show at the Trade Center in Milan totaled $401,000. Above is a general picture of the activity during the Jan. 28-Feb. 7 event.

Damascus fair set; Syria good market for pharmaceuticals

'Medicine USA' to be U.S. theme; event scheduled Aug. 25-Sept. 8

U.S. manufacturers of medical-dental equipment and supplies and pharmaceuticals are invited to participate in the U.S. exhibition at the Damascus International Trade Fair Aug. 25-Sept. 8.

Theme of the U.S. pavilion is "Medicine USA." It will feature the latest innovations in the medical, dental and drug field.

Surveys indicate that Syria is a good market for essential products. The country's present annual imports of goods in the medical, dental, pharmaceutical and allied chemicals field range from $12 million to $15 million.

The U.S. exhibition will provide the opportunity for U.S. manufacturers to increase their share of this lucrative market.

Additional information is available from Thomas Padgett, Room 6312, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 (WOrth 7-4727) or from the nearest Department of Commerce Field Office.

International aviation fair to be held near Copenhagen

An International Aviation Trade Fair, sponsored by the Danish Sports Flying Club, will be held at the Skovlunde Airfield (near Copenhagen) June 3-7.

The fair will be similar in concept to the first International Trade Fair held at Skovlunde in 1962, and will feature all kinds of light aircraft such as executive, taxi, observation, rescue, sports planes and gliders, as well as navigation and communication instruments, ground equipment, and all other kinds of aviation equipment and accessories.

Exhibitors will be primarily Danish (or European) representatives of foreign firms, but the fair is open to direct foreign participation. More information is available from the secretariat, Fyens Forum A/S, Odense.

U.S. garment industry offered second opportunity in Germany at Dusseldorf fair next fall

More than 30 U.S. exhibitors want to participate again this year; spring and summer fashions will be featured

The U.S. garment industry, scoring a successful sales campaign at the Dusseldorf Trade Fair last November, is now offered another opportunity to sell in the lucrative West German market.

The Department's Bureau of International Commerce (BIC) will stage its second official U.S. export promotion exhibit at the Dusseldorf Sales and Fashion Week, Oct. 25-29. Participating U.S. manufacturers will display their spring and summer fashions in ladies', teen and sub-teen outerwear, sportswear, rainwear, lingerie and foundation garments, as well as children's and infants' apparel.

Encouraged by their sales at the 1963 Dusseldorf fair, virtually all of the 34 participating U.S. firms have told BIC they want to display at the 1964 U.S. exhibit. During the 1963 fair, these firms made over $111,000 in cash sales, with another $1 million in estimated sales through 1964. The Dusseldorf fair sales figures represented 12.5% of all export sales made by the entire U.S. garment industry to West Germany in 1952.

In addition to the sales, U.S. exhibitors made important trade contacts and agency representations for future sales in West Germany, France, Switzerland, Belgium, the Netherlands, and Scandinavia.

The Dusseldorf international sales and fashion fair is well established in the garment trade. Restricted to buyers, the fair is considered the most important wholesale promotion for both ladies' and children's outerwear in West Germany. The average German buyer may order as much as half of his seasonal requirements at the Dusseldorf fair.

More than 800 garment manufacturers show their collections at each fair to some 20,000 buyers. The first U.S. exhibit at the Dusseldorf fair attracted 18,000 buyers from West Germany and other European countries.

U.S. children's and baby wear, because surveys indicate that the West German women's and children's apparel market is making substantial gains. Domestic production jumped 50% between 1959 and 1962, representing over $1 billion at factory prices.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

While imports have increased by 50% in the past 3 years, they represent but a small share of the West German apparel market. Only 7.5% of estimated sales of women's and children's wearing apparel are imported. Imports account for 5% of woven apparel and 15% of nonwoven goods. Most of these products come from Italy, France, the Netherlands and Switzerland.

The strong buyer interest shown in American products displayed during the 1963 fair points up the fact that West Germany is a ready market for U.S.-made garments.

These important tips on West Germany's garment market were developed by U.S. exporters who exhibited their products at the 1963 Dusseldorf fair:

- U.S. styles, showing originality, are much sought after.
- Sales potentials are enhanced if the seller adjusts to the specific needs of the customer.
- Goods that are fairly high styled, but medium-priced, sell best.
- Woven fabrics are more competitive than knitted fabrics.
- Miracle fabrics have strong sales possibilities.

- Plain cotton dresses from the U.S. are generally not wanted and cannot compete in the German market.
- Better seams and longer hems are often found in German clothing, but the trend is shifting from the emphasis on perfect finish to that on attractive styling.
- Sleeveless dresses have a ready market.
- Plain rather than fancy blouses are preferred.

U.S. children's and baby wear, because they have more variety, better workmanship, and are competitively priced also offer excellent prospects in Germany. Swim and beach wear is in great demand.

Prominent location

The U.S. exhibit, designed to give the exporter an attractive showcase for his products, will be erected in a prominent location of the Dusseldorf fair. Additional services offered U.S. exhibitors will include a widespread publicity campaign to attract buyers to the U.S. exhibit, as well as professional assistance in developing sales, credit checks and the like.

The participating manufacturer contributes a nominal sum toward the cost of space and promotion, plus freight charges from factory to the fair's port of entry. If the exhibited goods are not sold, they will be shipped back to the manufacturer free of charge.

U.S. manufacturers of women's and children's outerwear interested in participating in the U.S. exhibit at the Dusseldorf Trade Fair, Oct. 25-29, 1964, should contact C. F. Hopkins, Office of International Trade Promotion, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. Phone: Area Code 202, WOrth 7-2676.

Laundry, dry cleaning show set next fall in Frankfurt

U.S. firms are invited to participate in the International Exhibition of Laundry, Dry Cleaning and Dyeing Equipment, to be held Sept. 27-Oct. 4 in Frankfurt/Main.

The show is sponsored by the German Laundry Association and the Federal German Trade Association of the Dry Cleaning and Dyeing Industry. The newest, market-oriented products are expected to furnish international buyers with the latest innovations in plant rationalization.

Additional information is available from the fair management's U.S. representative at the German-American Chamber of Commerce, 655 5th Avenue, New York, N. Y.

Marketing miracles reported at Frankfurt

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

FRANKFURT, GERMANY—The Alt Nurnberg restaurant is as German as sauerkraut. In this town that gave the world the hot dog, it is all here; the copper kettles and brass pots, the old wood tables, mugs and the waitresses, looking as pretty as mint juleps, in their dirndls. Funnels, made into table lamps, hang from a rafter ceiling, suspended by ropes.

Ed Becker and Ken Dyer, managers of the United States Trade Center, the glamorous German side show of U.S. commercial carnival, were finishing a dinner of prodigious fodder. Bill Krason and Bob Kempe, two other promoters of business on Bockenheimer Landstrasse, as the boys in the sports department would say, were at table this night, glasses as wide as Cinemascope filled with lager from the brewery barrels of Lowenbrau.

"This center performs marketing miracles," said Dyer, a man who ought to know. He sawed the cases, surveyed, swept and supervised the U.S. Bangkok center before his Frankfurt arrival, but Dyer is an old German hand. From Salt Lake City, he did extensive work here several years ago for the Mormon church and speaks German well.

Listen: "We promote trade. To prove the center's value we pay for return of merchandise not sold during an exhibit. If we could forget two dry cleaning machines that weighed six tons, we have not spent $200 in return freight.

Becker and Dyer beat up a hurricane holler when U.S. companies do not send a representative to accompany an exhibit. "The Government subsidizes travel. Space costs $100 and the Department entreats U.S. firms to send officials to promote on-the-spot sales. The United States, in effect, antes $300 transportation expense to have a knowledgable person present. But only 25% of our exhibitors do it.

"If a company does not have a man on hand, it is like putting an advertisement in a newspaper," says Dyer. "The purpose here is to provide face to face communication."

The center at the moment was between shows. The main floor exhibit hall, as a matter of policy, is turned over to any United States exporter wishing it during these interludes. This time it was Famous Artists School, a Westport, Conn., firm that teaches art through mail.

The Trade Center is on the ground floor of Frankfurt's tallest skyscraper and Becker is the Barnum of Bockenheimer, a Commerce Department veteran with promotional flair, who dresses in technicolor, and is as alert to trade as a robin lusting after worms. He dismisses lengthy statistics, normally language of race track touts, baseball writers and government people.

"In less than 2 years, we have sold $3 million of United States merchandise for 200 firms. We expect exhibitor sales so far will conservatively grow to $24 million. There have been 350 agency, dealerships or license arrangements concluded since we opened in November of 1962.

"This is enough statistics."

Canada faces '64 with optimism; auto boom spurs other industries

Economic activity stimulates imports from U.S., other regions; major industrial projects may usher in new investment boom

A spirit of moderate optimism pervaded the Canadian economy in the first month of 1964. The excellent prospect for exports aided by the Russian wheat deal, and the generally encouraging outlook for consumer expenditures at home, are ingredients of the standard forecast for continuation of the cyclical expansion through 1964.

Opinion varies about the extent of the rise in business volume but not even the less optimistic are predicting recession this year.

Reports on late 1963 experience are uniformly favorable. Seasonally adjusted total investment (primarily direct domestic investment) is estimated to have increased by 4.5% in the last quarter and by 10% over fourth quarter 1962.

The Government's winter housebuilding incentive program boosted housing starts in the fourth quarter by about 9% over the third quarter and by about 13% over the last quarter of 1962. Non-residential construction was also more active, with increases of about 3 and 6% respectively, in the same comparison.

The long sustained improvement in the economy has finally begun to have an impact on unemployment, the country's most intransigent problem. The number out of work in mid-December declined on a seasonally adjusted basis to 4.9% of the labor force, the lowest ratio since 1957. All regions except the Atlantic Provinces reported employment considerably increased over the end of 1962. Service and manufacturing accounted for most of the year's 4% employment gain, about twice the long term average, but layoffs in the construction industry were also relatively light.

Agricultural strength

The optimism over the near term outlook has been substantially influenced by the strength in wheat exports and the farm economy generally. Agricultural experience in 1963 was the best in history regarding both output and farm income, and the outlook for early 1964 is highly favorable. Farmers' cash income is expected to rise well above the 1963 figure for the first half of the year as the huge wheat crop moves to export markets.

Including the 230 million bushel sale of wheat and flour to the USSR, wheat exports for the current crop year are forecast at 550 million bushels, far above the previous record 408 million of the 1928-29 season and about twice the exports of some interim years. The greatly augmented shipping schedules were reported to have been met during the fourth quarter, notwithstanding some early labor difficulties at Eastern ports.

Demand for wheat has strengthened prices; at the year end the Lakehead price was $2.05 (Canadian) per bushel, the highest in 40 years.

Agricultural production other than wheat was high and in many cases near record. Total feed grain crops were only slightly higher but with greater carryover, and are expected to result in smaller imports of corn from the U.S.

Industrial development

A number of major projects on the 1964 horizon have suggested to some observers that Canada may be on the threshold of another investment boom. A proposal to develop the power potential of the Hamilton Falls watershed in Labrador would harness 9 million horsepower and entail construction of some of the longest transmissions lines in the world.

Further details of the Columbia River cooperative development with the U.S. were worked out during the Prime Minister's January visit with the President; ratification of the Treaty between the 2 countries is expected to be on the agenda of the Canadian Parliament which will convene February 18. In British Columbia, the Peace River power development is already in the initial stage of construction.

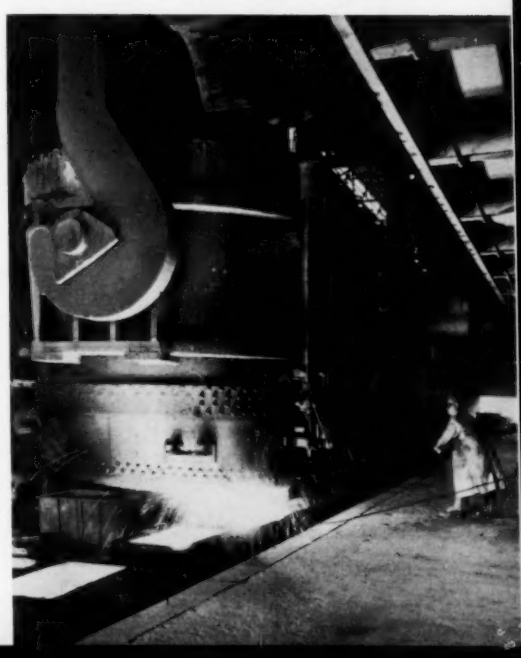
Other large, in Quebec, projects include an aluminum wire plant of Reynolds Aluminum at La Malbaie and a new paper pulp mill of the Bathurst Power & Paper Company at New Richmond.

Important 1963 developments in mining and related fields included the beginning of asbestos and iron pellet production in Newfoundland, construction of a zinc smelter at Bathurst, New Brunswick, opening of 3 copper-zinc mines in the Mattagami Lake area of Quebec, the completion of an electrolytic zinc plant at Valleyfield in that Province and a beginning on a program that will triple Western Canada's potash output in the next few years.

Several industrial additions in the auto parts field are credited to the Canadian Government's tariff rebate scheme for motor manufacturers, providing them with an incentive to export. However, the Studebaker Corporation's announcement that it was ceasing auto production in the U.S. and expanding operations in Canada was attributed to the scheme only in part; other reasons for the move are lower Canadian manufacturing cost due to a smaller plant better adapted to the scale of operations, lower wages, and the lower-valued Canadian currency, of particular importance to exports. According to plant officials, employment at the Hamilton, Ontario, plant may be increased from 675 to 1,200 within 3 months.

Persistently heavy demand for cars has led to a new production record for

KEEP YOUR DISTANCE: Canadian workmen maintain a respectful interval while teaming an open hearth furnace at the Hamilton Works, Hamilton, Ontario. (Canadian National Film Board Photo)



Canadian auto plants. The 1963 output of 533,000 passenger cars and 99,355 trucks was 25% over 1962, the previous high.

U.S. trade has felt the impact of this development in sharply advanced sales of parts and components which are not made in Canada and are required for assembly. Increased imports of these parts constituted one of the two major gains in Canada's total imports from the U.S. in 1963; the other large gain was in tractors and farm machinery.

However, Canadian imports of finished autos from the U.S. and overseas countries declined sharply. The decline included the duty-free cars from the United Kingdom which were the chief factor in the 9% fall in total Canadian imports from the latter country.

The automotive boom is being felt in Canadian production of steel and other ancillary industries, which are expected to benefit further from larger Canadian exports under the tariff rebate scheme. Currently, these industries are also enjoying support from the general although less spectacular increase in Canadian production of other manufactures.

Prosperity attracts imports

The 1964 outlook for a continued high level of consumer expenditures is considered bright. The displacement of imported goods by domestically produced items, which has resulted from the devaluation of the Canadian dollar, is contributing to expectations of a good year.

Many observers feel that there has been a permanent rearrangement of trade patterns to the benefit of Canadian producers.

Nevertheless, preliminary 1963 trade figures show imports responding to the prosperity trend with a strong 4th quarter advance to a level 15% higher than a year before. Receipts from the U.S. and smaller trading partners were sharing in the rise, which was in sharp contrast to the more hesitant tendency of earlier months.

The export side of Canada's trade, which had been rising all year, also experienced an acceleration during the 4th quarter. This was particularly due to increased trade with Eastern Europe, but with more moderate gains in other regions also. The indication is that Canada had a $400 million trade surplus in 1963, the largest since 1952. The total current account deficit of the Canadian balance of payments was therefore somewhat below $500 million, down from $848 million in 1962 and from the record deficit of $1.5 billion in 1959.

Speculation has begun regarding the next budget, expected in March or April. Most commentators expect few changes in taxes although there is concern that U.S. income tax reduction may make the operations of Canadian subsidiaries less profitable than those of parent U.S. companies, thus prejudicing direct investment.

In December, Parliament enacted the controversial amendment of the Income Tax to provide discriminatory higher withholding taxes on dividends paid nonresidents by Canadian companies not 25% Canadian-owned and directed before December 31, 1964. This provision continues to draw criticism as also likely to affect capital inflow.

Total imports in 1963 increased by nearly 20%, yet imports from the U.S. increased by only 14% according to preliminary statistics. The ratio of imports from the U.S. to total imports was 36% in 1961, 32% in 1962, and an estimated 31% in 1963. As specific examples, the U.S. share in the industrial machinery market fell from 52% in 1961 and 51% in 1962 to 43% in 1963 (11 months).

Fewer U.S. cars

Imports of passenger cars from the U.S., although increasing in value, are also declining relatively, as indicated by the following percentages: 1961—73%; 1962—62%; and 1963 (11 months), 51%.

The U.S. share of the market for measuring, controlling and scientific instruments, on the other hand, increased from 74% to 79% during the same period. The successful exhibit at the U.S. Trade Center in Tokyo may have aided expanded trade in this type of scientific equipment in recent months.

However, in order to offset Japan's overall decreasing dependence on the U.S. as a supplier, sales opportunities must be actively developed if they are to result in increased U.S. exports.

Misprint

Foreign Trade Regulations of Haiti (OBR 63-128, December, 1963), page 5, column one, 2nd paragraph, under "Special Customs Provisions," and "Entry, Transit and Warehousing," should read "Imported goods should be declared for customs clearance or for deposit in a bonded warehouse within 21 working days after arrival on the transporting ship, and examination must be carried out within 28 consecutive days of arrival."

U.S. equipment aids new Senegal plants

Oil firms equip new refinery; U.S.-style tuna plant opened

On January 27 President Senghor of Senegal officially opened the new refinery of the *Societe Africaine de Raffinage* (SAR) located at Dakar. Among SAR's stockholders are Texaco, Mobiloil, and Esso, and several European companies. All types of petroleum fuels except aviation gasoline will be refined.

The refinery's total capacity is 600,000 metric tons per year. This capacity should be adequate to supply the Senegalese, Malian and Mauritanian markets until 1967.

The Paris branch of the U.S. Ralph M. Parsons Company built the plant. Mobiloil provided the technical assistance for laying the 4-kilometer sea line in the Bay of Rufisque through which crude oil will be delivered to the refinery from tankers. Esso will operate the refinery's laboratory.

On January 29, SOFRIGAL, a joint Senegalese-French-American company, inaugurated its new "California-type" cold-storage-freezing plant for tuna fish at the port of Dakar.

The plant was built and equipped with materials imported from the U.S. Construction was entrusted to Starkist Foods, and the Export-Import Bank granted a $300,000 loan to purchase equipment. (This is the first Eximbank loan to Senegal.)

The plant can freeze 100 metric tons of fish per day, has a storage capacity of some 2,000 tons, possesses an ice-making plant capable of producing 20 tons of ice in 24 hours, and generates its own power and light by Caterpillar engines using diesel fuel provided by Texaco. The plant is the first step in a larger fish processing industry which the Government of Senegal hopes to develop.

WANT U.S. MACHINE TOOLS

A French manufacturer of surfacing, honing, lapping, polishing, grinding, and sharpening machines, seeks U.S. licensing rights on machine tools and precision devices which could be extensively marketed in France.

Write to Realisations & Etudes Mecaniques R.E.M., S.A., 21 rue de Lyon, Maison Alfort (Seine) France.

Iceland to purchase agricultural goods

Commodities to be sold by U.S. firms for Icelandic currency

The U.S. will sell agricultural commodities to Iceland under a Food for Peace agreement.

The agreement under Title I, Public Law 480 provides for sale of $940,000 worth of agricultural commodities with payment in Icelandic currency. Included in the sale will be cracked corn, corn meal, vegetable oil, and rice. Certain ocean transportation costs also are included.

Sales will be made by U.S. private traders and purchase authorizations will be announced when issued.

Financing terms

Of the Icelandic kronur received in payment under the agreement, 75 percent will be made available for loans to finance economic development projects in Iceland. The remaining 25 percent will be set aside for U.S. Government use.

The action brings the value of agreements signed under this authority to $16.8 million. Through 1963, shipments of Title I commodities to Iceland included wheat, wheat flour, barley, corn, rice, cotton, tobacco, vegetable oils, fruit and fruit juices.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

U.S. to sell Jordan wheat, wheat flour

The U.S. and Jordan have signed a Food for Peace agreement for the sale of U.S. wheat or flour for Jordanian currency.

The agreement, negotiated under Title I, Public Law 480, provides for sale of $3 million worth (about 1.5 million bushels) of wheat or wheat in the form of flour, by U.S. private traders. The value includes certain ocean transportation costs.

This first Food for Peace agreement with Jordan provides that 75 percent of the Jordanian dinars received in payment will be used to defray U.S. expenses abroad, and 25 percent will be granted to Jordan for economic development.

Tariff Commission Hearing

The Tariff Commission has ordered a public hearing to be held March 23 in connection with an investigation on the importation of titanium dioxide from Japan.

The hearing will be held at 10 a.m. in the Hearing Room, Tariff Commission building, Washington, D.C. Interested parties desiring to appear and be heard should notify the Secretary of the Commission in writing at least three days in advance of the date set for the hearing.

Spanish firms get credit from Export-Import Bank

The private steel firms of S.A. Basconia and Altos Hornas S.A. of Bilbao, Spain have been given a $2.1 million credit to buy a galvanizing line in the U.S.

The credit, authorized by the Export-Import Bank of Washington, will enable the Spanish firms to install the galvanizing line in a plant owned by them. Mechanical and electrical equipment, spare parts, and other auxiliary materials and machinery are included in the purchases.

Several U.S. suppliers will receive orders.

There has been a steady rise in the demand for galvanized sheet in Spain with production now limited to the output of two small facilities. Once in full operation, the new line will give the Bilbao plant an annual output of 36,000 metric tons.

The credit is to be repaid over a five-year period beginning in 1967.

AID records $25 million in January overseas orders

Overseas purchases of U.S. goods through foreign aid financing amounted to $25,165,581 during January.

This figure represents letter-of-credit transactions of more than $10,000 and commodities directly traceable to producing plants in local communities, according to the Agency for International Development.

The purchases by overseas governments or firms are governed by AID policies tying most aid program procurement to U.S. sources. In the case of development loan funds, the principal means of commodity purchases, all procurement must be made in the U.S.

Iraq gets loan for electrical equipment

A $5.5 million loan to Iraq has been authorized by the Export-Import Bank of Washington for the purchase of electrical generating equipment in the U.S.

The loan will cover the major portion of U.S. costs of a 67,500 kw. steam turbine to be erected at the Baghdad South Power Station. The new unit will be provided by International General Electric Co. of New York. Operation is expected to begin by July 1965.

Engineering design and plant erection and construction will be done by Sanderson and Porter, Inc., of New York.

The equipment, financed under this loan, will further augment the power supply in the Baghdad area. The project is of major importance to the region and will assist in meeting the power requirements of industrial and domestic consumers.

The loan is repayable over a 12-year period, beginning in 1967.

Pakistan frees imports

Certain iron, steel products from U.S. placed on free list to increase import flow

Pakistan's import policy for January-June 1964, announced by the Chief Controller of Imports and Exports, places m.s. billets, pig iron, tin plate, and strip on the import free list against a proposed U.S. commodity loan, without the need for any license. The proposed loan covers orders submitted on or after January 1. These four items may be imported by commercial importers, industrial consumers, and any other resident nationals of Pakistan, and such firms, business houses and institutions as are wholly owned by resident Pakistan nationals. The new procedure is aimed at increasing the flow of iron and steel products into Pakistan through the adoption of a more rational import policy.

Individual importers desiring any or all of the four specified items are required to open letters of credit for an amount not less than 50,000 rupees (approx. US $10,500) for one or all of the items at a time. No maximum value has been established for orders of these items.

AID Office of Small Business (OSB) Notices in the prescribed form for import into Pakistan of all items placed on the free list must be submitted separately for each item by the intending importers to the National Bank of Pakistan for onward transmission to Washington. Up to February 10, OSB Notices were required only for orders over $20,000. Afterwards, all orders in excess of $5,000 are being published.

In order to facilitate compliance with the notification procedures for the solicitation of bids, AID has accepted for publication in its Small Business Circular and in INTERNATIONAL COMMERCE, inquiries from Pakistan importers seeking quotations on commodities in the iron and steel category. These inquiries are, however, tentative since the importer's cash or credit position is still subject to verification at the time application for letter of credit is made. It was originally intended that a scheduled Pakistan bank would prescribe in each case the bid closing date.

Subsequent instructions issued by the Pakistan Government now have extended all bid deadlines appearing in Small Business Circular Nos. 64-34, 41, 42, and 44 to 52 to March 15, 1964 (with the exception of items Nos. 6, 8, and 10 in SBC No. 64-42 and item No. 1 in SBC No. 64-44, where the bid deadline remains unchanged). The March 15 deadline will apply to all OSB notices submitted by Pakistani banks before February 10. For OSB notices submitted after this date, the normal 45-day bid period required for solicitation of competitive bids under AID commodity loans will apply.

The Government is reported also to be considering certain additional requests by a limited number of Pakistan importers for maintenance of the original earlier deadline dates on the grounds that delays until March 15 would result in plant shutdown because of lack of materials. Any future exceptions authorized by the Pakistan Government, however, will be reported in the Small Business Circulars.

The importer is required further by the Pakistan Government to finalize his contracts and open letters of credit within a fortnight after expiration of the bid date. Shipment against individual letter of credit will be required to take place within four months from the date of the opening of the letter of credit. All shipments are to be made in U.S. flag vessels. Modification of these two provisions, however, is under consideration.

Though the formality of price check on the four iron and steel items has been waived for the convenience of the importers of these items, the Pakistan Government, nevertheless, at any time may require importers to submit documents for examination of prices paid.

Japan reduces duty-free travelers' goods

The Ministry of Finance has announced a drastic reduction in the quantity and value of goods that may be brought into Japan duty-free by nationals and foreign residents returning to Japan from abroad, effective April 1.

The Customs Bureau has modified the policy previously applied of allowing each returning traveler 200,000 yen ($556) in duty-free goods. These goods included 6 bottles of alcoholic beverages, 200 cigarettes or 50 cigars, 4 suits, 6 bottles of perfume, 3 watches, 1 fur garment, 1 golf set and 2 dozen golf balls, 1 photo camera, 1 movie camera, and 1 sound recorder. The new policy will allow importation of approx. 40,000 yen ($110) with a corresponding reduction in specific items such as 100 cigarettes, 2 watches, 3 suits, and 2 bottles of perfume.

It is reported that the Japanese Government expects the new standards to reduce the amount of goods brought back duty-free and also to produce added customs revenue totaling 1,200 million yen (approx. $3.3 million) on the duties paid on goods brought back by 80,000 overseas travelers.

The vast majority of overseas travelers will continue to be Japanese nationals traveling on business and with a more liberal amount of foreign exchange at their disposal. It is this category of traveler which the new procedures will affect the most.

Lebanese maritime firm to ship fruit exports

The Lebanese Maritime Company, launched last month, proposes to open West African markets to Lebanese fruit through direct Lebanese-owned shipping service.

The company, capitalized at $4 million, is scheduled to begin operations with three ships of tonnage between 5,000 and 7,000 tons.

The issue of 240,000 shares (L£ 50 per share) is presently being offered for public subscription. Small investors from the villages are being encouraged to buy shares as are Lebanese emigrants abroad, particularly those in West Africa. Additional financing is being provided by the Government in the form of a long-term, low-interest loan of $2 million.

Nigerian Development Bank formed to encourage economic development

U.S., European, Japanese investment interests to subscribe to capital; bank will concentrate on industrial, mining sectors of Nigerian economy

The International Finance Corporation, an affiliate of the World Bank, has announced its joint participation with several U.S., European, and Japanese investment institutions and Nigerian interests in forming the Nigerian Industrial Development Bank (NIDB).

Initial capital resources of NIDB will amount to £N 4¼ million, or approximately $11.9 million.

U.S. institutions subscribing to the new Development Bank's capital are Chase International Investment Corporation, Bank of America, Irving International Financing Corporation, and Northwest International Bank.

NIDB is a recapitalization and reorganization of the Investment Corporation of Nigeria (ICON), an industrial development financing company which was formed originally in 1959. During its four years of operation, ICON invested the major part of its capital in private enterprise developments, some of which are already showing profits.

For details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Organized to provide long and medium-term finance in Nigeria, NIDB will concentrate its efforts in the industrial and mining sectors. It will promote the formation and expansion of private enterprises by making capital funds and related financial services available to local and foreign entrepreneurs.

Foreign investors encouraged

The bank will encourage participation of foreign investors in Nigeria's economic development and will seek to broaden local private participation in Nigerian industry by selling its investments in the domestic market, by sponsoring new share issues, and by engaging in underwriting operations.

The Central Bank of Nigeria and IFC each hold approximately $1.4 million in NIDB shares. These shares will be sold to Nigerian private investors as rapidly as is consistent with good marketing practices.

Nigeria's Six-Year Development Plan is already providing a framework for expansion of the country's industrial capacity, and the Government has followed an active program to encourage foreign private investment. Investment incentive measures such as tax freedom for pioneer industries, liberal depreciation allowances, import duty concessions, and, where warranted, tariff protection for new industries, have led to significant expansion of manufacturing and processing enterprises in Nigeria.

Establishment of NIDB with adequate capital resources and with broad foreign connections is expected to provide an important stimulus to the country's further industrial development.

Refractory brick plant planned for Pakistan

A final survey report on the establishment of a high-refractory brick manufacturing plant in Pakistan is expected soon from Japanese experts who visited that country late last year.

In an interim report to the Pakistan Industrial Credit and Investment Corporation (PICIC), the Japanese team recommended Karachi as the site for the plant "because it is ideally located to supply refractory bricks to all parts of the country, including East Pakistan." According to the Japanese team, natural gas from the Sui fields will provide the main source of fuel for the plant.

The plant is scheduled to be set up in the private sector with aid from PICIC. Its initial capacity will be about 1,000 tons of refractory bricks a month, with the possibility of doubling this capacity as demand increases. The plant will, reportedly, be an important element in the development of existing Pakistan industries and in saving foreign exchange.

A large quantity of fire bricks presently used by cement, enamelware, ceramic and glass industries, steel re-rolling mills and thermal power stations must be imported from abroad. With the establishment of a steel plant at Chittagong (now under construction) and the possible construction of an additional steel plant at Karachi, Pakistan's requirements could increase by an additional 8,000 tons per year.

New company law approved in Austria

The Austrian Council of Ministers has approved the outline for a new company law, which will now go to Parliament as a Government bill.

The new law, an "Austrification" of the German provisions enacted in 1938 during the German occupation and currently in force, is not a complete reform of the old law, but rather an adaptation to the changed economic and political situation.

The most important revisions concern the rights of shop stewards' representatives to sit and have a voice on all the boards, the elimination of the German form of limited liability company, and the introduction of the principle of "minority representation" in supervisory boards.

Additional information regarding this new company law is available from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Germany extends quotas

The Federal Republic of Germany has extended quotas of unannounced size for imports of purified or refined vegetable oils, hardened peanut oil, and margarine from various countries including the U.S., according to the U.S. Embassy in Bonn. (INTERNATIONAL COMMERCE, March 25, and May 27, 1963).

Applications for import licenses may be submitted until the quota is filled but not later than December 30. Licenses will be valid for six months.

Presidential order increases tariffs in Philippines

Wide range of industrial products affected by protective measures

Philippine President Macapagal has signed an executive order increasing duties on a wide range of industrial products while decreasing them on husked nonglutenous rice, umbrella covers, miner's boots and cheese curd.

These tariff changes are in line with his Administration's previously announced policy of "according protection beyond already existing tariff levels to industries requiring shelter from foreign competition while developing an economic scale of operations."

The new import duties (old rates are given in parentheses) of particular interest to U.S. exporters are:

Hot-dipped tinplate, 40% (15%); electrolytic tinplate, 30% (15%); round wire rope with hemp core or independent wire rope center, 30% (10%); wrought bars, rods, angles, shapes, sections and slugs of aluminum, 40% (10%); aluminum structures and fabricated parts, 40% (10%); certain aluminum plates, sheets and strips, 30% (10%);

Diamond drill bits with outside diameter up to 3.624 inches, 50% (10%); certain television picture tubes, 30% (10%); certain rear axle shafts, 20% or P1.70 per piece depending on which rate yields the higher revenue, (10%); and remnants between 1.5 and 5 square meters, 60% or P3.00 per kilogram (30%).

Duties were also increased on soybean meal and oil, bandages and surgical sutures, rayon, and wooden shuttles for weaving machines. All ad valorem rates are based on the c.i.f. value of the import.

The executive order, effective thirty days from its January 26 promulgation which sets forth these new duty rates also states that any unwarranted increase in the prices of the local products benefiting by these tariff changes "may be sufficient grounds for revocation."

Further information on the specific commodities affected by these tariff increases may be obtained from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Iraq Government relaxes tourist travel restrictions

Iraq has relaxed travel restrictions within the country, primarily to make the historic sites more accessible to tourists.

The new registration and exit permit regulations follow.

Holders of regular passports with an Iraqi tourist visa must register with the authorities only after spending 30 days in Iraq. Only after that period must a tourist leaving the country obtain an exit permit.

Previously, a tourist was required to obtain an exit permit after 15 days stay in Iraq. While tourists are denied access to the northern regions, they now are free to travel without passes or prior notification to Nineveh, Nimrud, Hatra, Samarra, Babylon, Kerbala, Najaf, Ukhaider, Nassiriya, Ur and Basra.

Persons having regular passports with ordinary visas must register after 3 days and obtain an exit permit if their stay exceeds 15 days.

Expansion planned for Radio Pakistan

A 100-kilowatt short-wave transmitter for Radio Pakistan will be set up in Dacca in about a year to serve as a link between East and West Pakistan, according to Director General Zahur Azar.

A similar transmitter will also be set up in the future capital, Islamabad, (near Rawalpindi) while a 100-kilowatt medium-wave transmitter is planned for Lahore.

Radio Pakistan intends to start a second channel of programming from Karachi, Dacca, Lahore, and Quetta as soon as possible. One feature of the plan is the proposal to start daily national news commentary from Karachi.

Norwegian Government bans canned products with alum

The Norwegian Government's Canned Food Inspection Office has informed the Norwegian representatives of U.S. exporters of certain canned products that products containing alum will not be permitted in Norway.

The Norwegian Health Authorities, which have issued the list of approved additives, have refused to approve alum.

This decision will affect U.S. pickle exports to Norway because alum is used as a preservative of pickles packed in the United States.

Spain liberalizes industrial policy on geographic basis

Industrial preference law passed to grant benefits to certain sectors

A further significant step in the liberalization of Spanish industrial policy was reached with the passage of an industrial preference law.

The new law provides that certain privileges are to be granted on the basis of industrial sectors or geographic areas. These benefits, as far as sectors are concerned, include compulsory expropriation of land, reduction of up to 95 percent of import duties and several other taxes and greater freedom in scheduling amortization of debts for tax purposes.

The time for these benefits is to be limited to a maximum of five years, or, in exceptional cases, to ten.

Enterprises to be included in a given sector are to be identified by the Ministry of Industry or Agriculture on the basis of technical studies showing a firm's activities to be in line with the terms of reference for the preferred sector or area.

Equality of treatment between private and state-owned industries is established in that all of the companies—private or public—falling within the preferential sectors or areas will enjoy the benefits of the new law.

No decision has been made as to which sectors or areas are to be granted preferential status under the new law. This law abolishes the preferential category of industries of "national interest" established by the law of October 24, 1939. The classification of "national interest" was granted on an individual basis. (Holders of Overseas Business Report No. 61-7, "Establishing a Business in Spain," should make note of the above decree.)

UAR shipping agencies

The consolidation of 40 UAR shipping agencies into 16 agencies has been announced by the Egyptian General Organization for Maritime Transport, a UAR governmental agency under the Ministry of Communications.

The 16 agencies are to be branches of the United Arab Company for Maritime Transport. Eight of the agencies are to be located in Alexandria, seven in Port Said and one in Suez.

Joint ventures around the globe offered to U.S. business firms

Partners wanted for production of furniture and men's clothes, improvement of tannery, metals plant and cement output

Businessmen in the Philippines, Taiwan, Uganda, India and Ethiopia are interested in acquiring U.S. partners for a broad variety of business ventures.

► **Cement deposits, Philippines.** Capital is required by a Philippine company to develop and exploit about 1,400 acres of regular and white portland-cement deposits in Cebu. The deposits are said to yield 98.32% calcium carbonate ($CaCo_3$).

The company estimates its capital requirements at around $30 million, including the cost of machinery and equipment.

Philippine market requirements for white and regular cement are said to be growing and the export potential—especially among the developing countries of Southeast Asia—is good.

For further information, U.S. investors should write to Mr. Sotero Cadungog, general manager, S. Cadungog Calcium Carbonate & Lime Co., Cor. Sanciangko & Climaco Sts., Cebu City, Philippines.

► **Furniture making in Taiwan.** The country offers an opportunity to establish a furniture-making industry, according to a pre-investment proposal prepared by the Industrial Development and Investment Center (IDIC) of Taipei.

Aside from the export potential, the market potential in Taiwan is significant. The 1961 sales of wood furniture there amounted to $5 million—representing a per capita consumption of 50¢ compared with a per capita income of $114.50.

With the exception of teak that must be imported, there is a plentiful supply of various types of wood at reasonable prices suitable for furniture making. Labor is also plentiful and wages are comparatively low.

There are a few small furniture factories in Taiwan which produce mainly for the domestic market. These firms want to enter joint ventures with foreign investors, in order to develop their export markets as well. Profit return on invested capital is claimed to approximate 10-12% a year.

U.S. furniture companies interested in initiating a joint venture with Chinese furniture makers should write to the Industrial Development and Investment Center, Taipei, Taiwan.

Guiana investments

The Guyana Industrial Development Corporation has listed 110 opportunities in the agricultural, forestry, mineral, fishery and industrial fields which it considers of interest to potential investors. This list is in the nature of a preview, pending the publication of brochures furnishing technical and economic information concerning the industries listed.

For a copy of the list and further information on these opportunities, potential investors should write general manager, Guyana Industrial Development Corporation, P.O. Box 708, Georgetown, British Guiana.

► **Men's suits, Uganda.** A small-scale tailoring firm established in Uganda in 1959 proposes a joint venture to manufacture men's wear locally. It hopes to meet the still modest but growing demand for readymade men's clothes. At present the firm employs only 6 workers and does about $1,400 worth of business a month.

Initially, the 3 partners plan to triple the number of workers and produce about 100 suits and 250 pairs of trousers a month. They require a capital investment of some $14,000 to purchase U.S. sewing machines and men's suiting.

Persons interested in promoting this enterprise on a joint-venture basis are invited to write to Mr. Yakobo Mukasa, Mukasa Men's Wear, P.O. Box 3665, Kampala, Uganda.

► **Metal projects in India.** A Bombay firm which has been manufacturing ferromanganese at its plant in Dandeli, located in the North Kanara District of Mysore State since 1957, seeks a joint venture to expand its capacity from 12,000 tons to 56,400 tons a year.

The firm has a close relationship with a mining company which supplies it with manganese ore and sells its entire production of ferromanganese within India.

It also is interested in establishing 3 other ventures:

(1) Establishment of a low-carbon ferrochrome plant at Dandeli with a capacity of 10,000 tons a year on a 3-shift basis.

(2) A steel castings plant, also at Dandeli, with a projected capacity of 10,000 tons a year on a 3-shift basis.

(3) A low-alloy steel and construction steel plant in Cambay, Gujaret State, with an estimated capacity of 20,000 tons a year on a 3-shift basis.

Permission has already been granted by the Government of India for expansion of the ferromanganese operation and establishment of the ferrochrome and steel castings plants, according to reports. Permission for the low alloy and construction steel plant is expected shortly.

The type of joint-venture collaboration sought by the Indian firm involves capital participation, technical know-how, imported equipment and machinery and the assistance, for a limited period, of 10 American technicians.

U.S. firms interested in one or more of these ventures should write directly to Mr. Lalbhai Patel, director, Electro Metallurgical Works, Pvt., Ltd., 20 Sir Phirozshah Mehta Road, Bombay 1, India. More detailed information about the proposals can be secured by writing Bureau of International Commerce, Office of International Investment, File 4-3313-3-H, Department of Commerce, Washington, D.C. 20230.

► **Tannery in Ethiopia.** Ethiopian manufacturers of leather goods are interested in setting up a tannery near Addis Ababa to produce high quality leather. They would like to obtain U.S know-how and machinery under some form of joint-venture arrangement.

The Investment Bank of Ethiopia has already expressed an interest in underwriting a large part of the project.

U.S. tanning firms wishing further details should write Mr. Ato Ylala Ybsa, manager, Investment Bank of Ethiopia, P.O. Box 2004, Addis Ababa, Ethiopia.

DRUG LICENSE SOUGHT

License sought for the manufacture of pharmaceuticals, particularly new developments. Contact N.V. Handelsvereniging A.J. Ten Doesschate, Zwolle, The Netherlands.

British firm wants to make articles of sheet metal

A British company seeks a license to manufacture houseware or industrial equipment which is wholly or partly made from sheet metal up to 3/16" gage.

The firm now produces kitchen sinks and cabinets, domestic paraffin heaters, central-heating boilers, brewery and hotel equipment, aircraft engine components and all types of stainless-steel fabrications.

Write to W. H. Paul, Ltd., Breaston, Derby, England.

Exchange of ideas wanted in fluorescent light line

A producer of parts for the fluorescent-lighting equipment industry is interested in exchanging technical know-how as well as receiving or giving a license in its own or closely related production lines.

The firm makes such things as acrylic plastic covers and panels for fluorescent lighting, polyester housings and panels for lighting equipment, except for household lighting items. Contact Joseph Reiss, 7992 Tettnagn/Wuerttemberg, Germany.

German firm wants license to produce chemical plants

A German manufacturer of steam generators, heavy machinery, and high pressure piping wishes to expand its manufacturing activities into the field of engineering, design, and manufacture of complete chemical plants for organic and/or inorganic products under license from a U.S. firm.

Write to Vereinigte Kesselwerke A.G., 3 Werdener Strasse, 4 Dusseldorf, West Germany.

CRANE MANUFACTURING ASKED

An Italian firm which manufactures steel structural works seeks a U.S. license to produce overhead traveling, jib slewing, traveling gantry and derrick cranes. Officine Meccaniche di Santhia, Regione Baraccone, Santhia' (Vercelli Province), Italy.

PAINT PRODUCTION WANTED

A Dutch firm has expressed an interest in obtaining licensing rights to make special paint, varnish and lacquer items. N.V. Verf-, Vernis & Oliefabrieken VEVEO, Willemskade 7-17, Schiedam, The Netherlands.

German firm wants U.S. producer for automatic molder

Plastic molding machine features versatility, 6 molding stations

A German firm is offering a license for U.S. production of automatic rotary injection molding machines with 6 mold stations.

Special attention has been paid to simplicity of construction, easy servicing, and continuous trouble-free operation of this hydraulic automatic trurret injection machine with a screw plasticizer for all thermoplastic materials.

Six molds of differing weights and sizes can be used on one machine, as the turret is provided with 6 stages. The firm reports the most outstanding advantage of these machines is the fact that one mold is being injected while 4 are being cooled and the sixth is being ejected, resulting in a high rate of production as there is no idle cooling time.

Versatility

The machine can be employed simultaneously for the production of parts with thin or thick walls, shallow or deep molded articles. Fully automatic cyling means that one operator can supervise several machines.

The firm, a large manufacturer of tools and machine tools in addition to plastic processing machines, exhibited its rotary automatic injection molding machines at the 10th National Plastics Exposition in Chicago last November, and reports that it was very satisfied with the results.

A brochure giving a complete description of these machines is available to interested U.S. manufacturers on a loan basis from the Office of International Investment, Bureau of International Commerce, **File 1095R,** Department of Commerce, Washington, D.C. 20230.

Dutch firm wants licenses for pancake, ice cream mixes

A firm whose name has become a common household term in The Netherlands is interested in licensing rights for the manufacture of pancake mixes, instant cake mixes, ice cream powder mixes, and all other types of flour mix products.

Write to N.V. De Man van de Knakworst, 51 Pollaan, Zutphen, the Netherlands.

Packaging machine licenses sought/offered in Germany

A packaging machinery manufacturer in Germany seeks licenses for machinery to manufacture plastic containers of polyethylene and polypropylene, as well as plastic foil-sealing machinery.

The firm offers a license for its own packaging machinery and claims it makes 50% of such machinery in Europe. Gottlieb Wiedmann K.G., Maschinenfabrik, 7012 Fellbach bei Stuttgart, Germany.

Overseas filter production asked by British concern

A British manufacturer of lubricating oil, fuel and air filters is interested in an arrangement with a U.S. company to produce and distribute patented filters and filter elements in the U.K. or in Europe. The firm suggests this be done either on a royalty basis or by joint venture.

Write to Crosland Filters, Ltd., Glaisdale Drive, Bilborough, Nottingham, England.

Kaiser plans $3.5 million West Berlin aluminum plant

Kaiser Aluminum & Chemical Corporation will establish a $3.5 million aluminum fabricating company in West Berlin.

A new company, Kaiser Aluminum Kabel Werk G.m.b.H., has been formed to construct and operate an aluminum rod and cable mill. The new plant, designed to serve the European electrical industry, is expected to be in operation in 1965.

U.S. PAINT LICENSE WANTED

A French manufacturer of mineral and organic dyestuffs and pigments for dyeing plastic material, printing ink, and paints, is interested in manufacturing under license U.S. paints, varnishes and inks for use on plastics and metals.

Societe Nouvelle de Chimie Industrielle, St. Jeoire-en-Faucigny (Haute-Savoie), France.

COCKTAIL-HOUR FOOD ITEMS?

Manufacturer of ice cream, prebaked french-fried potatoes and similar products seeks licensing rights to produce plastic-packed food products such as popcorn, dips, chips and crackers. R. Algera & Zn, 22 Waagstraat, Franeker, The Netherlands.

Greece issues NATO tender for radio equipment

A tender for the supply and installation of 3 HF/5KW/SSB transmitters with antennas, 4 HF/SSB receivers with antennas and 2 UHF transreceivers of low voltage has been issued by the Greek General Air Staff. This is a repetition of a bid, with an original date of January 9, 1963 which was postponed indefinitely. The project has been classified secret, but the tender documents are unclassified.

This bid is open to technical or electronic equipment manufacturing firms from NATO countries and joint ventures of the above firms with Greek engineers, or selected Greek technical firms. Participants must be certified eligible to participate in NATO projects, be experienced in electronic installations and have secret security clearance.

Firms interested in participating in this project should declare their interest in writing to the Public Works Directorate, General Air Staff, 9 Lykourgou St., Athens 111, Greece, by March 11. Tender documents are scheduled for distribution on March 18. The deadline for submission of bids is May 20.

A copy of the Ministry's Announcement giving terms and general information is available on loan to U.S. firms from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230. Please mark requests to the attention of "NATO-Greece."

Firms not already certified to participate in NATO bidding and desiring certification should send their resume and a recent annual report to the Trade Opportunities Staff.

Iraq needs welders' gloves

The Purchasing Committee, Government Oil Refineries Administration, Baghdad, Iraq, has issued Tender No. 2/64, with a bid deadline of March 14, for 800 pairs welders' gloves, chrome leather, in seam sewn with short sleeve; 800 pairs gloves p.v.c. coated jersey lined flexible with good wet grip quality; 5,000 pairs gloves general purpose, men wrist, chrome leather palm with cotton back; 60 pairs industrial acid proof rubber gloves size No. 10 medium weight, black with long gauntlet; 240 pairs welders gloves chrome leather in seam sewn with long gauntlet; 600 pairs gloves, flannel, knitted wrist; and 300 pairs of gloves, chrome tanned leather palm and finger steel stapled over reinforcing strips of leather, steel stapled leather patch on thumb, all seam on face of glove. Sample is to be attached with the offer.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the LAPD Division, BDSA-310, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3416).

Bids called for NATO project

Notification of a call for bids for the construction of earthwork, subbase, asphalt and concrete paving in the Western part of Turkey has been issued by the Ministry of Public Works of the Republic of Turkey. Estimated cost of construction is approximately $257,520 and completion in 440 calendar days.

U.S. firms certified to participate in NATO International Competitive Bidding may make their intent known by March 16 on prescribed forms to: Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit Tesisleri Ins. Rs., Ataturk Bulvari, No. 140, Kavaklidere, Ankara, Turkey.

Copies of the Notification and prescribed forms are available from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230; Attn: "Turkey B.R. 10." Firms not already certified to participate in NATO bidding should send their resume and a recent annual report to the Trade Opportunities Staff.

$7 million bid on Spanish project to be asked soon

The Ministry of Public Works, Madrid, has announced a tentative list of equipment to be acquired by public tender soon to be open to Spanish and foreign suppliers on equal terms.

The total expenditure for machinery and spare parts is expected to be in the vicinity of $7 million for the purchase of 176 trucks, 52 vibrating packers, 62 trailers, 24 road patching machines, 77 snow units (plows), 66 radio telephones, 15 mobile workshops, 15 heavy transport units, 16 binder storage installations, 44 workshops, 10 loader excavators, 35 front loaders, 34 motor levelers, 22 rollers on tires, 29 sand spreaders, 46 holemakers, sprinklers, etc., 167 motorcycles, motorcarts, 33 asphalt spray tanks, 63 crushers, and unspecified machinery.

Tender for this equipment has not yet been issued and will be announced later during the year and, following the usual Spanish practice, specifications will be available only for inspection at the Directorate General of Roads, Ministry of Public Works, Madrid. It is expected that the bidding time will be short.

Greece invites tenders for transformer substation

The Public Power Corp., Athens, Greece is inviting tenders for the supply, erection, and commissioning of all switchyard and associated electrical equipment for a 150/22 kv substation. The substation will connect the existing Saint George's Bay Power Station (SGBPS) to the nationwide 150 kv system.

Bid deadline for Tender No. PAP/1525 is March 20.

Bids should be submitted to: Public Power Corp. (DEH), Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens. In case award is made to a U.S. firm, procurement will be charged against AID Loan 240-H-028.

Specifications are available from Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Bids sought by Iraq for transmission lines

The Ministry of Industry, Directorate General of Industrial Design & Construction, Baghdad, invites bids for the supply of all materials and erection of approx. 400 kilometers of single and double circuit 33KV and 11KV overhead and underground power transmission lines for the Southern Iraq Zone Electrical System. The works are divided into two parts; one for the overhead lines, the other for the underground cable; which will be awarded either as a whole or separately.

The bid deadline is noon, May 4. The contract number is 4/95/19.

Tender documents may be inspected, until April 4 at the Ministry of Industry in Baghdad, the Embassy of Iraq in Washington, D.C., or the Office of the Consulting Engineers, Swiss Consultants, Electro-Watt Ltd., Motor-Columbus Ltd., Societe General pour L' Industrie, Swiss Electric and Traction Co., 17 Rue Bovy-Lysberg, Geneva, Switzerland. Two sets of the documents may be obtained at a cost of ID 25 from any of these offices.

One copy of the tender documents is available for review only in the office of the Building Materials & Construction Industries Division, U.S. Department of Commerce, BDSA-306, Room 4014, Washington, D.C. 20230. (Telephone: 202-WO7-3601.)

NATO needs radio equipment

The Purchasing and Contracting Officer, ACECEE, SHAPE, has issued Invitation to Bid, IFB63-10, calling for transportable microwave radio relay equipment. Wanted are 4 terminal stations and 4 repeater stations, complete with all accessories, antenna, masts, power supply, running spares. The equipment is to be engineered so that communications may be quickly and easily established, and maintained in the field. The electronic equipment will be shock mounted in field transport containers, each package of which should not exceed 100 kilos. The equipment is to operate in the 6,800-8,000mc range, with 1 watt output and should be capable of 12 telephone channel operation.

The bid deadline is April 20.

Copies of the specifications are available to firms located in the U.S. on a short loan basis, from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4036).

Transformer substation needed in Tunisia

The Societe Tunisienne de l'Electricite et du Gaz is inviting bids for supply of equipment for the Menzel Bourguiba 90/60/30 kv transformer substation.

Bids should be submitted no later than April 1, to the Societe Tunisienne de l'Electricite et du Gaz, 38, Rue de Besancon, Tunis.

Tender documents and specifications, in French, are available on loan to firms located in the U.S. from Room 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO7-4242.)

Pakistan announces tender for timber treatment plant

The West Pakistan Industrial Development Corp., Paper & Forest Industries Division, PIDC House, Kutchery Rd., Karachi has announced Tender No. PD-B/2161, bid deadline March 14, for the installation of a timber preservation and treatment plant at Rawalpindi.

The plant will utilize coniferous timber as a raw material and should be capable of producing 100,000 cubic feet of sawn and treated timber and 15,000 treated transmission poles per year of 300 working days. The plant will be powered by 400/440 volt, 50 cycle, 3 phase current. The plant will consist of three major sections: saw mill, seasoning kilns, and preservation plant.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Vietnam calls for tenders for SSB radio teletype system

The Government of Vietnam has called for tenders for a complete single side-band (SSB) radio teletype system, to connect Saigon and Danang (412 miles), for civil aviation use. The equipment is to operate in the 2-30 MC frequency range, with a transmitter power output of 1,000 watts, capable of four channel simplex operation. Tenders to include installation and spare parts.

The bid deadline is March 18.

Copies of the bid documents and specifications are available to firms located in the U.S. on a short loan basis from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4036).

Tenders announced by Pakistan for timber seasoning plant

The West Pakistan Industrial Development Corp., PIDC House, Kutchery Rd., Karachi has announced Tender No. PD-B/2162, bid deadline March 14, for the installation of a timber seasoning plant at Piranwala.

The timber to be utilized is called "shisham" and will be available in logs measuring 16′ x 16″ in diameter. It is planned that the plant will handle 40,000 cubic feet of sawn and seasoned timber per year of 300 working days.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D. C. 20230. (Telephone: 202-WO 7-5589.)

Burma asks steel roll bids

The General Manager, Industrial Development Corp., Steel Mill, Ywama, Insein, Burma, has issued Tender Q3/8(1100) over (1115) for the supply of 3 sets of rolls of various diameter for rolling mills.

Bid deadline is March 20. A copy of tender, specification and drawings is available on short loan to firms located in the U.S. from the Metalworking Equipment Division, BDSA, Room 4210, Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-5652.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial Farms

NETHERLANDS—Soybeans, soybean meal; pellets: alfalfa lin, corngluten; milocorn and corn nr. 3 as well as skim spray milkpowder. Requests replies from manufacturers only. Direct purchase. Mr. van Heck, Fasting & Co., N.V., Oranjestraat 2a, The Hague. WTD 10/22/63.

195 Small Arms

FRANCE—Small arms, such as carbines, rifles (automatic, semi-automatic, other categories), related firearms, hunting equipment, accessories for sportsmen, shooting-galleries. Direct purchase and/or exclusive distributorship. Requests replies from manufacturers only, with catalogues, price lists. La Mécanique Halieutique (Etablissements Dubert), Grisolles, Tarn-et-Garonne. WTD 2/6/64.

201 Meat Products

BELGIUM—Frozen sow carcasses, frozen interlarded sow breasts, from one to two hundred sows every week, desires inspection of meat before it is unloaded from the ship. Forfina (Frans Claeys), (importer, wholesaler, manufacturer), 85 Brusselsesteenweg, Wetteren-Kwatrecht. WTD 2/3/64.

GIBRALTAR—Pure refined lard in ½-pound cartons. Candeas & Co. (importer, wholesaler), P.O. Box 215, Gibraltar, B.C.C. WTD 8/22/61.

LIBYA—Variety of good grades of frozen poultry; requests price quotations, list of average prices in recent past. Mitchell Cotts & Co. (Libya) Ltd. (importer, exporter, wholesaler, retailer), Cotts House, Sharia Sidi Isa, P.O. Box 393, Tripoli.

ITALY—Dried fruits, fruits in syrup, canned fruits and vegetables. Direct purchase and agency. Fratelli Casciola G. & L. (Retailer), Piazza della Repubblica 3/c, Foligno (Perugia).

NETHERLANDS—Canned fruits, foodstuffs. Seeks contacts with canners in U.S. Firma H. Barends, Hooikade 58, The Hague. WTD 10/23/63.

209 Food Preparations

See also SPECIAL TRADE LEADS on page 29.

AUSTRALIA—Soy-bean meal for chicken farmers, 50% protein, bagged in 100-lb. sacks, purchase in 50-100 ton lots. Next order due about March 1st. Mr. G. W. Pleace, Poultry Farmers Co-operative Society Pty. Ltd., Red Comb House, Roma St. Brisbane, Queensland.

ITALY—Soybean meal containing 50% protein, 1,000 m.t. a month, in appropriate bags. Sildamin S.p.A. (agent), Sostegno di Spessa Po, Pavia.

Special Trade Leads

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675).

Field office locations and telephone numbers will be found on this page.

BELGIUM—Milling machines, drilling machines, rectifying machines, spinning and cutting machines. Direct purchase. TT-91.

CANADA—Servo motors, rated output .6 horsepower; permanent magnet generators; motors with permanent magnet generators. Direct purchase. TT-92.

FRANCE—Foodstuffs, groceries, provisions; all types. Direct purchase. TT-93.

Aluminum or structural steel scaffolding and related equipment for use by the building industry, in masonry work and industrial services, including primarily power-driven spider staging (electric or air-operated units); rolling scaffolds; safety ladders; elevating work-platforms; portable telescopers; other modern equipment. Scaffolding fittings and interchangeable components or attachments, principally crank-braces (hand-operated and other types) for utilization with metallic tubular scaffolds. Direct purchase and agency. TT-94.

Construction machinery and equipment for public works and building contractors, light and medium duty, including modern road and street maintenance units, pneumatic tools and related lines, such as cement and concrete mixers; batch mix plants; asphalt kettles; bituminous pavers, sprayers, finishers; portable aggregate plants and spreaders; power plaster and mortar mixers; soil-cement stabilizers and pulverizers; vibrators; concrete handling and placement buckets; related lines Steel post building shores; draglines; all-purpose clearing rakes; dumpers; shovels. Direct purchase and agency. TT-95.

GERMANY—Plastic household articles; plastic sheeting, curtains, table covers. Quotations c.i.f. German seaport preferred. Direct purchase. TT-96.

Mixers, universal and vacuum type, with attached or separate homogenizers and dosing, filling, packaging, wrapping machines, for the chemopharmaceutical, cosmetics, food processing, plastics industries. Exclusive distributorship or agency. TT-97.

ITALY—Textiles of all kinds—wool, cotton, linen, man-made fibers, mixed fibers—for the manufacture of men's and women's clothing; household linens; upholstery fabrics. Agency. TT-98.

MAURITIUS—Fertilizers, compound, for application on sugar cane plantation; weed killers, pesticides. Requests quotation c.i.f. Port Louis, Mauritius, with indication of type and size of packing to be used. Exclusive agency. TT-99.

SOUTH AFRICA—Textiles, wool and part wool, for manufacture of men's suits; tweeds, all types; terylene or equivalent for manufacture of women's outer clothing. Replies requested from manufacturers only. Direct purchase and agency. TT-100.

U. S. DEPARTMENT OF COMMERCE

FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: Jackson 2-4471.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 806 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75201, Room 3-104, Merchandise Mart, 500 South Ervay St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 438 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U. S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58031.

HOUSTON, TEX., 77002, 5162 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 8-2300.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main Street. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 306, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U. S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 New Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94011, Room 419, Customhouse, 555 Battery St. Phone: YUkon 6-3111.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St., Phone: Athens 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

■ 60/70 den. nylon yarns, twisted and/or untwisted; 60/2-70/2 den. nylon yarns, stretch, approx. $26,200. IL No. 2842. Jermi Sadaka, Fincancilar Cikmazi Ak Han No. 2, Istanbul.

Above for Loan No. 277-H-043. U.S. source. Quotation date March 16. SBC-88.

MALAYSIA—Leather cloth for refrigerator and motor uses. Manila and sisal rope. Soon Seng Co., (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

NEPAL—Wool tops, 60s, 64s, and 70s, 2½" to 4½" staple; requires up to 2,000 lb. daily; requests samples, prices cif Calcutta. Golcha Woolens, Pvt., Ltd., (manufacturer), P.O. Box 171, Kathmandu.

220 Textile Mill Products

See also SPECIAL TRADE LEADS above.

AUSTRALIA—Hawaiian type sport shirts, men's and boys' sizes small through XL. Samples, quotations requested. Bill Stafford Pty. Ltd. (retailer), 7 Griffith St., P.O. Box 82, Coolangatta, Queensland. WTD 2/3/64.

FRANCE—Floor and wall coverings. Comptoir des Sols (wholesaler, retailer), 84 rue de Montreuil, Paris 20. WTD 4/8/63.

NORTHERN RHODESIA—Low cost cotton piece goods. Zambia Marketing Development Co. Ltd., (importer, distributor), P.O. Box 1061, Ndola. WTD 2/6/64.

221 Broad Woven Fabric Mills, Cotton

MALAYSIA—Cotton duck canvas product. Soon Seng Co. (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

SWEDEN—Water-repellent fabrics for golf, other sports jackets. AB Bröderna Vegborns Konfektionsfabrik (manufacturer), Vegby. WTD 1/31/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

SWEDEN—Water-repellent fabrics for golf and other sport jackets. AB Bröderna Vegborns Konfektionsfabrik (manufacturer), Vegby. WTD 1/31/64.

JAPAN—Knit wear, men's, women's, children's. Direct purchase and distribution. Harox, Inc. (importer), 274 Nukui-cho, Nerima-ku, Tokyo. Attn: Y. Kobayashi.

228 Yarn, Thread Mills

■ **TURKEY**—70/2 den. natural and dyed nylon stretch yarns, $45,350. Import License No. 002732. Inan Kollektif Sirketi, Ilyas Ozsuer Ve Ortaklari, Asirefendi Caddesi, Ankara-Konya Han No. 2, Istanbul. Cable: VISKOTEX, Istanbul.

230 Apparel

NORTHERN RHODESIA—Men's and boys' low cost clothing of all kinds; importer and distributor. Zambia Marketing Development Co. Ltd., P.O. Box 1061, Ndola. WTD 2/6/64.

231 Men's Youths', Boys' Suits, Coats, Overcoats

ITALY—Hunting and fishing clothing. Soc. Zucchi & C. (importer, wholesaler, retailer), Via L. Bissolati 31, Rome.

All types of sport clothes: hunting, fishing, riding, basket ball, skiing, for men and boys. Direct purchase and agency. Giuseppe Moretti "All'Economia" (retailer), Piazza della Repubblica, Foligno (Perugia).

233 Women's, Misses', Juniors' Outerwear

NORTHERN RHODESIA—Low cost clothing of all kinds; importer and distributor. Zambia Marketing Development Co. Ltd., P.O. Box 1061, Ndola. WTD 2/6/64.

243 Millwork, Veneer, Plywood

MALAYSIA—Plywood. Soon Seng Co. (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

249 Wood Products

AUSTRALIA—Cork for bulletin boards. Direct purchase and agency. The Maprak Co. (manufacturer), 65 Darlington St., Clearview, South Australia. WTD 12/11/63.

GREECE—Floor covering cork. Importer-sales agent requests replies from producers and exporters. Direct purchase and agency. Apostolos Apostoliadis & Co., 6 Kriezotou St., Athens (134). WTD 2/12/64.

MALAYSIA—Cork board for insulation. Soon Seng Co (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

262 Paper Mills, Products

■ **GREECE**—Sack Kraft paper for bags, 1500 tons, in reels of 107 cms, reel weight 600 kgs., approx., substance 60-80 grs., dia. 110 cms., core 7-7, 5 cms.; cif Piraeus. Loan No. 240-H-028. U.S. source. Quotation date March 20. Athens Papermill Co., Ltd., Thesseus St. No. 10, Athens SBC-96.

MOROCCO—Pure unglazed kraft paper in natural brown shade for manufacture of sacks, 70 grams per sq. meter; M.G. pure kraft paper, brown, 40 grams per square meter; 100 m.t. each. Requests replies in French with quotations cif Casablanca. Comptoir Des Papiers Au Maroc (importer), 10 rue de Noyon, Casablanca. WTD 6/17/63.

263 Paperboard Mills

MALAYSIA—Fibre board for making suitcases. Soon Seng Co. (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

264 Converted Paper, Paperboard Products

AUSTRALIA—Insulated kraft paper bags for ice cream, frozen foods. Direct purchase and agency. Requests samples and price quotations. Edwards Dunlop & Co. Ltd., 568 Collins St., Melbourne, Victoria.

FRANCE—Office and school supplies; requests replies in French. Direct purchase and agency. Ets. Arpa (importer, wholesaler), 55 rue des Petites Ecuries, Paris 10e.

266 Building Paper, Board Mills

MALAYSIA—Hardboard for insulation. Soon Seng Co. (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

273 Books

ENGLAND—Religious books for distribution in U.K. and overseas. The Society for Promoting Christian Knowledge (exporters, retailer), Holy Trinity Church, Marylebone Rd., London, N.W.1. WTD 12/17/63.

280 Chemicals

SWITZERLAND—Chemicals for paint and lacquer, paper, adhesive-aromatic, pharmaceutical and soap; detergent industry. Requests replies from manufacturers only. Prochem AG. (importer, manufacturers' representative), Lagerstrasse 33, Zurich 4. WTD 9/10/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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281 Industrial Chemicals

FRANCE—Raw materials for textile, chemical industries. Direct purchase and agency. Youssefian & Cie. (importer, agent), 5 rue Drouot, Paris 9.

Pure chemical products for analysis; requests replies from manufacturers. Direct purchase and agency. Biolyon (manufacturer), 6 rue de la Barre, Lyon (2). WTD 2/12/64.

MALAYSIA—Acetic-acid, edible grades; formic acid, rubber grade; caustic-soda solid fused and flakes; sodium arsenite; weed killer; sodium sulphite for rubber latex, cold tar oil—asphalt. Soon Seng Co. (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

■ **TURKEY**—Caustic soda solid, min. 98%, 100 tons, packed in 700 lb. net new drums. Import license No. 272/089541. Muharrem Canbolat, 874, Sokak No. 11, Izmir.

■ Pearl pigment, Nacromer CRR, or equal; red in organic cadmium selenid or mercadium pigments, $12,000. IL No. 002846. Derby Plastik Fabrikasi Kol. Ort. Rafael Torel, Jak Amram Ve Ortaklari, Bahcekapi Kutlu Han N. 21, Istanbul. Cable: DERNOLIT, Istanbul.

■ Technical benzene hexachloride, containing 41.5% g.u., $25,000. IL No. 2844. The Shell Co. of Turkey, Ltd., Cumhuriyet Cad. Dogu Palas, Taksim

Above for Loan No. 277-H-043. U.S. source. Quotation date March 16. SBC-88.

282 Synthetic Materials

ITALY—Synthetic rubber 1708 and 1502. Ligmar Gomma di Marghetti Luigi (manufacturer), Via Gabbie, Porto Sant-Elpidio, Ascoli Piceno. WTD 12/17/63.

■ **MOROCCO**—Impregnated, cellulose or plastic PVC coated cloth remnants, similar to SKAI, jersey cloth coated with PVC, pieces ranging from 0.50 m to 3 m, remnants 3 to 20 m; any other remnants defective in appearance or of outmoded colors. Prices fob New York. Cable quotations not acceptable. Only air mail offers accompanied by samples accepted. Shipment in 15 or 20 m.t. lots, spread over April-June. Marking "L Casablanca" to be printed on all bales. Loan No. 608-K-018. U.S. source. Quotation date March 25. Ets. Lecant & Co., 25 Bd. de Khouribga, Casablanca. Copies of quotations should be forwarded to U.S. AID Mission, c/o American Embassy, Attn: Supply Advisor, Rabat; and to: Ministere du Commerce, Direction du Commerce, Rabat, Morocco. SBC-96.

NEPAL—Polyester fibers, 1.5 to 6 den., 1½" to 4½" staple, requires up to 1,000 lb. daily; requests technical data, samples, prices cif Calcutta. Golcha Woollens Pvt., Ltd. (manufacturer), P.O. Box 171, Kathmandu.

■ **TURKEY**—Hycar 2057-C synthetic rubber, $5,300. IL No. 002612. Kaucuk Isleri, Ltd., Sirketi, Galata Cad. 234-240, Istanbul. Cable: TELAY, Istanbul. Loan No. 277-H-043. U.S. source. Quotation date March 16. SBC-88.

283 Drugs

ITALY—Pharmaceutical preparations of all kinds. Direct purchase and agency. Istituto Farmochimico Falorni, (manufacturer), 3-9 Via Giulio Bechi, Florence. WTD 2/4/64.

■ **KOREA**—Prednisolon, 5 kg., dextrose anhydrous, 6 m.t., methyl salicylate 1000 kg., sodium hypophosphite 300 kg., potassium hypophosphite 400 kg, ferrous fumerate, 3000 lb., nicotinamide 100 kg., vitamin B2 5-phosfate, pentomycin, 82,000 doses, streptomycin, 100 kg., USP, NF, NND, NA. Must indicate maker's identification; samples required, quotations fob, c&f or cif by U.S. flag vessel. Ref. No. FFO-SAI-4-12. PA No. 489-370-901-356-3213. Limited world wide (901). Quotation date March 14. YuHan Corp., 49-6 Daebang-dong, Yongdeungpo-ku, Seoul. Cable: YUHAN, Seoul. Copies of all offers made should be sent Air Mail to the Bank of Korea, Attn: AID section and to the Director, U.S. AID, c/o American Embassy, Seoul. Subject to AID Pharmaceutical requirements. SBC-93.

MOROCCO—Pharmacopoeia tetracyclin chlorohydrate, min. quan. 50 kilos, max. quan. 250 kilos; chloramphenicol, min. quan. 100 kilos, max. quan. 350 kilos; both in 5 or 10 kilos containers. Offers to be made with certificates of analysis and origin according to French or International Pharmacopoeia. Laprophan (manufacturer), 21, Rue des Oudayas, Casablanca. WTD 4/17/63.

286 Gum, Wood Chemicals

GERMANY—Red cochineal in 3 ply jute bags, 500 or 1000 ton lots, cif Hamburg price quotations. Mohamad Nazarian (importer), Hermannstrasse 14, Hamburg 1.

289 Chemical Products

■ **GREECE**—Gear oil additive, approx. 24,000 lb., in drums, for grade MIL-L-2105B. Quotations cif Piraeus. Loan No. 240-H-028. U.S. source. Quotation date March 16. Elbyn Co., Ltd., 39 Piraeus St., Moshaton, Athens. SBC-97.

■ **INDIA**—Anti-knock compound, ethyl fluid, standard orange, aviation mix. Dye content 1.666 mg. per cc. of TEL, i.e., 0.062%, wt. of dye drum, to be packed and shipped in returnable containers; potassium hydroxide, technical broken or flakes, min. 88% purity, not more than 0.005% chlorine, packed in non-returnable steel drums of 184 kgs., approx., 50,400 kgs., 274 drums; gasoline inhibitor, equivalent to DuPont 22, 2520 kgs., 13 drums. Quotations should be made firm on cif Bombay prices, fob, freight, wpa plus all risks and war risk insurance. 100% U.S. flag vessel. Ref. No. 57(259)/63-082-Aid. III. IL No. P/AU/122-7220/C/DL/18/C/B/18. Quotation date March 19. Burmah-Shell Refineries, Ltd., Post Box No. 1725, Bombay 1, BR. Cable: BESREFIN, Bombay. SBC-96.

295 Paving, Roofing Materials

GREECE—Asphalt floor and wall coverings. Importer-sales agent requests replies from producers and exporters. Direct purchase and agency. Apostolos Apostoliadis & Co., 6 Kriezotou St., Athens (134). WTD 2/12/64.

299 Products of Petroleum, Coal

MALAYSIA—Lubricating oil; motor oil. Soon Seng Co. (importer, exporter), 27 Malay Street, Kuala Lumpur. WTD 1/6/64.

307 Plastics Products

See also SPECIAL TRADE LEADS on page 29.

GREECE—Vinyl floor covering in tiles and sheets. Importer-sales agent requests replies from producers and exporters. Direct purchase and agency. Apostolos Apostoliadis & Co., 6 Kriezotou St., Athens (134). WTD 2/12/64.

314 Footwear

NORTHERN RHODESIA—Low cost footwear for men, women, children; importer and distributor. Zambia Marketing Develop-

ment Co. Ltd., P.O. Box 1061, Ndola. WTD 2/6/64.

321 Flat Glass

GREECE—Structural glass, opaqued, except block and tile. Importer-sales agent requests replies from producers and exporters. Direct purchase and agency. Apostolos Apostoliadis & Co., 6 Kriezotou St., Athens (134). WTD 2/12/64.

● **IRAN**—Armoured (wire) glass, seven items, all 6 mm. thickness, various lengths, widths, quantities each item. Bid deadline May 3. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WOrth 7-4387).

322 Glass, Glassware

GERMANY—Glass containers, especially fancy whiskey bottles and low priced drinking glasses (cut glass imitation) in wholesale quantities on cif Hamburg price quotation basis. P. Andreas Thomsen & Co., (importer), Admiralitaetstrasse 59, Hamburg 11.

325 Structural Clay Products

GREECE—Clay and ceramic floor and wall tiles. Importer-sales agent requests replies from producers and exporters. Direct purchase and agency. Apostolos Apostoliadis & Co., 6 Kriezotou St., Athens (134). WTD 2/12/64.

326 Pottery

FRANCE—Porcelain ware: table and home decoration; requests replies in French. Direct purchase and agency. Cristallerie du Val D'Andelle (dealer in crystalware), 37 rue de Paradis, Paris 10e.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GREECE—Asphalt floor tiles. Importer-sales agent requests replies from producers and exporters. Direct purchase and agency. Apostolos Apostoliadis & Co., 6 Kriezotou St., Athens (134). WTD 2/12/64 .

MALAYSIA—Asbestos cement sheets for building construction. Soon Seng Co. (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

331 Steel Mill Products

● **BURMA**—Structural and bar size angles, 18 items of various sizes and quantities to specification BSS-15, 1948. Tender No. 3/05/63-64 (G) bid deadline March 23. People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Welded wire fabric, 2800 rolls, 3″ x 12″, 5 SWG x 10 SWG, sixe 7′ x 240′; 600 rolls 3″ x 12″, 6 SWG x 10 SWG, 7′ x 240″; specs. BSS-1221/1945. Tender No. 13/05/63-64 (P), bid deadline March 30. The People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

FRANCE—Raw materials for steel and foundry industries. Direct purchase and agency. Youssefian & Cie. (importer, agent), 5 rue Drouot, Paris 9.

■ **INDIA**—Cold rolled bright M. S. strip with sheared edges, straight flats, to bs. 1449-en2 or en 2B, various sizes in width and length, hard temper (¼), etc., small quantities, 37 items. Ref. No. DC/217/BDL/302. IL No. P/RM/000742/R/DL/18/S/D/17/45/613. Quotation date March 13. Radio & Electricals Mfg. Co., Ltd., Post Bag No. 16, Mysore Rd., Bangalore 18, S. Cable: MYRAD, Bangalore.

■ Prime quality C.R.C.A. bright mild steel sheets, sizes 48″x96″ or 36″x72″, or 36″x96″, 10 to 25 SWG, general purpose, deep drawing and extra deep drawing, total 253 m. tons, 6400 lb. for shipment to Bombay and Madras, 3900 lb. for shipment to Calcutta. 60% American flag vessel, 40% Indian flag vessel. To BSS EN2A-1449, 1956. Ref. No. DC/217/BDL/301. IL No. P/AU/000988/R/DL/17/S/B/17/46/190. Quotation date March 13. Sankey Electrical Stampings Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1. SBC-86.

■ Prime deep drawing mild steel sheets; prime medium carbon steel rounds, square bars, flat bars, strips and sheets; prime high tensile steel rounds, hexagon bars. To various specifications, sizes, large quantities in kgs. Ref. No. DC/217/BDL/356. Import License No. P/RM/001694/R/DL/18/S/D/17/45/619. Loan No. 386-H-082. U.S. source. Quotation date March 22. Bajaj Auto Ltd., 134, Dr. Annie Besant Rd., Worli, Bombay 18 SBC-95.★

■ Hot rolled high carbon steel wire rods to certain chemical analysis and carbon contents, 6 mm dia., total 250 tons. At least 60% to be shipped under U.S. flag vessel, balance Indian flag vessel; fob rates and ocean freight indicated separately. Ref. No. DC/217/BDL/349. IL No. P/RM/002445/R/DL/18/S/D/17/45/510. The National Rolling & Steel Ropes, Ltd., Nicco House, 1 & 2 Hare St., Calcutta, 1. Cable: STEELWIRES, Calcutta.

■ Cable armouring steel tape, 0.03, 0.04″ x 1¼, 1½, 1¾, 2⅛″, total 75 tons; galvanized steel wire for cable armouring, 0.104″, 30 tons. Ref. No. DC/217/BDL/363. IL No. P/RM/002406/R/DL/18/S/D/17/45/1430. Oriental Power Cables Ltd., P.O. Cablenagar, Dist. Kota, Rajasthan. Cable: POWERCABLE, Cablenagar, Kota.

Both for Loan No. 386-H-082. U.S. source. Quotation date March 23. SBC-94.★

■ Electrolytic tinplate waste waste, all soft temper, required for deep drawing bright finish, 28-30 gauge, tin coating, min. 0.25 lb., assorted to one size and gauge per skid, base weight 107 lb., size 20x28″ and larger, cif basis; $6,350. Subject to GSA Defense Materials Services procedure. IL No. P/RM/000666/R/DL/18/S/D/17/45/1052. Ref. No. DC/217/BDL/362. M/s. Keshrimull Kundanmull, 46, Strand Rd., Calcutta 7. Cable: HINGARH, Calcutta.

■ Stainless steel sheets, 18/8, non-magnetic, smooth finish, AISI 316-2B finish. 20 USG x 28″ width in rolls. Prices to be quoted cif Bombay or fob factory; $8,400. Ref. No. DC/217/BDL/361. IL No. P/RM/000094/R/DL/18/S/D/17/45/495. M/s. American Spring & Pressing Works, Pvt., Ltd., Marve Rd., Malad, Bombay 64. Subject to GSA Defense Materials Services procedure.

■ Cold rolled steel strips for manufacture of roller type bicycle chains, carbon content .50 to .57%, tensile strength 57 tons per inch, in coils, size 43.5 x 1.00 mm, to certain tolerances, approx. 20 tons. Ref. No. DC/217/BDL/350. IL No. P/RM/001374/R/DL/18/S/D/17/45/695. Transmissions Private Ltd., Agra Rd., Bhandup, Bombay 78.

All for Loan No. 386-H-082. U.S. source. Quotation date March 23. SBC-94.

■ Stainless steel hot rolled, annealed, bright and black rounds; in random lengths to Specn. AISI-416. 18% Tungsten, plus 10% cobalt, high speed tool steel, annealed in random lengths; carbon manganese non-distorting steel; carbon tool steel. Various sizes, quantities. Ref. No. DC/217/BDL/353. IL No. P/RM/002377/R/DL/18/S/D/17/45/110. Loan No. 386-H-082. U.S. source. Quotation date March 24. Shukla-Manseta Industries Private, Ltd., 8 Haman St., Fort, Bombay 1. Cable: JETPUMP. SBC-94.

■ Cold rolled steel strips for manufacture of roller type bicycle chains, carbon content, .50% to 57%, tensile strength about 57 tons per inch, in coils, approx. 20 tons. Ref. No. DC/217/BDL/352. IL No. P/RM/000481/R/DL/18/S/D/17/45/695. Loan No. 386-H-082. U.S. source. Quotation date March 23. Transmission Private, Ltd., Agra Rd., Bhandup, Bombay 78. SBC-89.

■ Bright drawn free cutting leaded steel, 8 to 10′, ¾″, 1⅞″ dia., 10 tons each; 1½, 1⅞″ dia., 20 tons each, 1.26″ A/F Hex., 20 tons; fas U.S. port terms. Ref. No. 65(72)/63-082-Aid III. IL No. P/RM/2130294/D/DL/18/C/H/17-18. Quotation date March 21. T.I. Cycles of India, Ambattur, Madras 53. Cable: HERBIKE, Ambattur, Madras 53.

■ Ni-cr. case hardening steel to composition C-0.16%, mn 1.20%, Si 0.25%, Cr. 1.00%; black rolled bars, 10 different sizes, total 35 tons. Ref. No. DC/217/BDL/347. IL No. P/RM/002448/R/DL/18/S/D/17/45/1259. Quotation date March 23. Shri V. N. Nevatia, 101, Sion Rd., Bombay 22. Cable: NEVATIA CARE ITOOLS, Bombay, Sion.

■ Basic open hearth, hot rolled steel strips, rimming quality, mill edges, suitable for the manufacture of electric resistance welded steel tubes, to AISI standard specifications, 14 different sizes, 2 different chemical compositions, total 1600 m.t. To certain general conditions. Ref. No. DC/217/BDL/345. IL No. P/RM/002487/R/DL/18/S/D/18/45/697. Tube Products of India, Tube Investments of India, Ltd., Avadi, Madras 54. Cable: TUPRODUX, Avadi. fas basis. Quotation date March 23.

■ Hot rolled black steel bars, free and semi-free cutting, to EN-1A, EN-202., various sizes and chemical compositions, 180 m.t. approx. Ref. No. 65(65)/63-082-AID III. IL No. P/RM/2130293/S/DL/18/F/H/17.18. Hind Cycles, Ltd., 250 Worli, Bombay 18. Cable: CYCLEHIND.

■ Extra deep drawing electrolytic tinplates, thickness .012″, 1 ton; .0094″, .0077″, 10 tons each; deep drawing quality hot rolled steel sheets, .012″, 8′x4′, 5 tons. SAE 1010 or 1015 cold rolled steel sheets, pickled, oiled, deep drawing, fine grain, 8x4′, various SWG thick, total 50 tons. Ref. No. DC/217/BDL/351. IL No. P/RM/000540/R/DL/18/S/D/17/45/1348. Victor Gaskets India, Ltd., S/305 Agra Rd., Mulund, Bombay 80 NB.

■ Carbon steel to Specn. EN-9, black hot rolled bars. size 20, 25, 50, 75 mm, total 24 tons. Ref. No. DC/217/BDL/348. IL No. P/RM/002449/R/DL/18/S/D/17/45/1259. Shri V.N. Nevatia, 101, Sion Rd., Bombay 22. Cable: NEVATIA CARE ITOOLS, Bombay, Sion.

■ High speed steel to chem. composition, Tu. 6.5%, molybdenum 5%, ch., 4%, vanadium 2%, C .8/.9%; decarb-free bars, 9/16″ to 1⅝″, total 23,000 kgs; cif. Ref. No. DC/217/BDL/354. IL No. P/RM/002349/R/DL/18/S/D/17/45/528. The Indian Tool Manufacturers, Ltd., 101, Sion Rd., Sion, Bombay 22. Cable: ITOOLS, Bombay, Sion. Quotation date March 22.

All for Loan No. 386-H-082. U.S. source. Quotation date March 23, (except for last item). SBC-91.★

■ Prime mild steel sheets, deep drawing; high tensile steel rounds, hexagons, square bars; prime medium carbon steel black rounds, bars, square black bars, flat black bars. To German Specifications, ST VIII/C/23 or 14.05; ST VII 2/23 or 13.03; various sizes, quantities in kgs.

Ref. No. DC/217/BDL/338. IL No. P/RM/001709/R/DL/18/S/D/17/45/620. Prime die and punch steel; prime mn-cr steel rounds; prime ni-cr steel rounds; prime alloy steel rounds, billets. To various German specifications, quantities in kgs. Ref. No. DC/217/BDL/339. IL No. P/RM/001707/R/DL/18/S/D/17/45/620. Bajaj Tempo Ltd., 134, Dr. Annie Besant Rd., Worli, Bombay 18. Cable: TEMPOWORK. Quotation date March 17.

■ Valve steel annealed and ground, to Specn. EN 51, 52, 59., various sizes and chemical analysis. Ref. No. DC/217/BDL/341. IL No. P/RM/000724/R/DL/18/S/D/17/45/485.The Acme Mfg. Co., Ltd., Antop Hill, Wadala, Bombay 31. Cable: ACMERAY, Dadar, Bombay.

All are for Loan No. 386-H-082. U.S. source. Subject to GSA Defense Material Services procedure. SBC-89.★

■ CRCA steel sheets, prime, 11 MSG (0.1196″), 6′x3′-3″, 8′x4′-0″, approx. $7,000. Ref. No. DC/217/BDL/336. IL No. P/RM/000299/R/DL/18/S/D/17/45/606. British India Electric Construction Co., Ltd., 21, Netaji Subhas Rd., Calcutta 1.

■ Carbon steel, to AISI C-1038, in 15′ lengths, various sizes, total 460 tons. Ref. No. DC/217/BDL/337. IL No. P/RM/001305/R/DL/18/S/D/17/45/427. Gedore Rools, India, Pvt., Ltd., 151, Golf Links, New Delhi 3.

■ Open hearth, hot rolled carbon steel plates, to Specn. SA 201 Grade B, firebox quality, fine grain, normalized and flattened to standard tolerances to meet a longitudinal charpy impact test of 20 ft., in accordance with SA-300, Class 1, ½″x12′-1″x30′-0″, ¾″x11′-7″x11′-7″, ⅞″ and 1″, same, total 44 pcs. Ref. No. DC/217/BDL/340. IL No. P/RM/000356/R/DL/18/S/D/16/45/11. AceVickers-Babcock, Ltd., P.O. Durgapur 1, Dist., Burdwan, West.

All are for Loan No. 386-H-082. U.S. source. Quotation date March 17. SBC-89.★

■ Alloy steel to specn. BSS En-353 or SAE 3115, 3120, 4320, rolled and annealed conditions, material suitable for machining; alloy steel to BSS En 19, rolled and annealed equivalent to specn. SAE 5135, 3135, or 4337; alloy steel, rolled, for forging, to BSS En 353, equal to SAE 3115, 3120, 4320; special steel to various chemical compositions, total approx. 28,500 kgs. Subject to GSA Defense Materials Services procedure. Ref. No. DC/217/BDL/355. IL No. P/RM/001696/R/DL/18/S/D/17/45/619. Quotation date March 22. Bajaj Auto Ltd., 134 Dr. Annie Besant Rd., Worli, Bombay 18. Cable: AUTORIKSHA, Bombay.

■ Tinplate, .75 electrolytic coating 176 lb., base size 36x28″, 112 sheets per box, packed in one ton metal containers, for manufacture of lids for asphalt drums; cif Bombay; $12,600. Subject to GSA Defense Materials Services procedure. Ref. No. DC/217/BDL/359. IL No. P/AU/000680/R/DL/17/S/B/17/47/11. Quotation date March 22. Esso Standard Refining Co., of India, Ltd., P.O. Box 355, Bombay 1. through: Esso International, Inc., P.O. Box 355, Bombay 1. Attn: Mr. F. Rowley.

Both for Loan No. 386-H-082. U.S. source. SBC-90.★

■ Hot rolled open hearth or electric basic steel wire rods, suitable for the manufacture of wire ropes, including winding ropes for collieries, dia. 5.5 mm., tolerance on dia., plus/minus 0.3 mm. to certain analysis and carbon content, total 400 tons, weight of each coil, near 150 kg., outside dia. of coil. not more than 900 mm. Ref. No. DC/217/BDL/357. IL No. P/RM/002512/R/DL/18/S/D/17/45/1007. Quotation date March 23. J. K. Steel, Ltd., 7 Council House St., Calcutta. Cable: BALINGHOOP.

■ Prime high carbon steel wire rods required for the manufacture of steel wire ropes, open hearth and/or basic oxygen hot rolled wire rods, packed in catchweight coils of 700 lb., unwrapped. To certain specifications. Full quantity in carbon range of .65/.75%, approx. $63,000. Quotation date March 23. Ref. No. DC/217/BDL/346. IL No. P/RM/002446/R/DL/18/S/D/17/45/1079. Hutatma Marutikumar Rd., Panchpakhadi, Thana, Maharashtra State. Cable: HIGHTENSIL, Bombay.

■ Electrolytic tinplate, 0.50 lb. for 5 gallon double-seamed can bodies, 28½x18⅝″, 107 lb., base open hearth, 217 m.t.; same but 30⅜″ x20¼, 83 m.t.; in packages of 207/203 lb.; 235/240 lb. C&f in certain packing. Subject to GSA Defense Materials Services procedure. Ref. No. DC/217/BDL/360. IL No. P/AU/000878/R/DL/17/S/B/17/47/13. Quotation date March 22. Caltex, India, Ltd., P.O. Box 155, Bombay 1.

Quotations should be submitted to: California Texas Oil Corp., 380 Madison Ave., New York, N.Y., Att: Mr. J. F. Gleason.

■ Steel shots, approv. 80 tons; steel grit, 40 tons, to certain chemical composition and specifications. Ref. No. 65(36)/63-Aid.III. IL No. A-546325/62/AU-DW/CCI/RM/Auto/L. II(E). Quotation date March 17. Tata Inc., 425 Park Ave., New York, N.Y. Cable: TATAINC, New York.

■ Hot die steel blocks, forging H.D.S. 450x 450x900 mm, 2 each; trimming die block, H.D.S. 450x100x900 mm, 1 each; H.D.S. 300x 180x700 mm, 1 ea.; hook block, per die set; H.D.S. 450x550x1000 mm, 2 ea., H.D.S. 550x 100x1000 mm, 1 ea., H.D.S. 380x180x850 mm, 1 ea. Ref. No. DC/217/BDL/306. IL No. P/RM/000401/R/DL/18/S/D/17/45/233. Hindustan Motors, Ltd., Heavy Engineering Div., P.O. Uttarpara, Dt. Hooghly, West. Cable: HINDMOTOR, Uttarpara. Quotation date March 13.

■ Hot rolled steel bars in form of coils of cold heading to AISI C 1038, for manufacture of socket head cap screws; total 620 m.t. hot rolled steel bars in form of coils, to SAE 5140, total 350 tons; hot rolled steel bars, coils, SAE 4140, total approx. 257 tons; hot rolled steel bars to AISI C-1110, various sizes, total 280 tons; Delivery fas port of exit, giving shortest delivery time. Ref. No. DC/217/BDL/322. IL No. P/RM/002127/R/DL/18/S/D/17/45/46. Quotation date March 16. Fit Tight Nuts & Bolts, Ltd., Old Ashram, Andheri Kurla Rd., Andheri, Bombay 58. Cable: FITTIGHT, Andheri, Bombay.

■ Hard rolled round edge bright steel strips, .35/.45% carbon, for manufacture of liner for metallic outer cover for industrial flexible shaft, hardness 18 to 24 Rockwell C, 5/16″, 7/32″, 9/16″x.048″, 18,500 kgs., ¼″x.080″, 14,000 kgs.; flat spring steel sheets, .65/.80% carbon, for the manufacture of handguards for shafts, .050″x8¾″x57″ long, 10,000 kgs.; zinc coated steel strips, for same, .393″x.020″, 25,000 kgs. To certain special conditions, cif Bombay. Ref. No. DC/217/BDL/323. IL No. P/RM/000131/R/DL/18/S/D/17/45/1132. Forbes Forbes & Campbell, Ltd., Forbes Bldg., Home St., Fort, Bombay 1. Cable: YESTERMORN, Bombay. Quotation date March 16.

■ Tool and alloy steel, to certain analysis, approx. 5 m.t. Ref. No. DC/217/BDL/335. IL No. DL/55/92/02201/0391. Quotation date March 19. New Haven Steel Ball Corp., Pvt., Ltd., Pandyan House, 309 Frere Rd., Bombay 1. Cable: GULDASTA, Bombay. Quotation date March 19.

■ Silico manganese spring steel flats, 326 m.t., to specification BSS EN 45-A, 47. Ref. No. DC/217/BDL/333. IL No. P/RM/002236/R/DL/18/S/D/17/45/391. Auto Pins (India) Regd., Kashmere Gate, Delhi 6. Quotation date March 19.

■ Terne coated steel sheets, "Tin Terne" Staffordshire, normalized, extra deep drawing, stabilized steel, cold rolled after coating, primes only; 21 gauge, size 67½″x33¾″, 4 tons. Subject to GSA Defense Materials Services procedure. Ref. No. DC/217/BDL/332. IL No. P/RM/000725/R/DL/18/S/D/17/45/485. The Acme Mfg. Co. Ltd., Antop Hill, Wadala, Bombay 31. Cable: ACMERAY, Dadar, Bombay.

■ Bright, cold rolled close annealed pinch temper Siemens Martin low carbon quality mild steel strips for the manufacture of bicycle rims, to Specn. BS/1449/56 EN 2 B, tensile strength 20/25 tons per sq. in. sheared edges. Thickness 0.036″, width 3 3/16″, approx. 100 m.t. Confirmation copy with detailed terms should be posted by air mail before last date for receipt of quotation. Ref. No. DC/217/BDL/331. G/RM/1000237/R/DL/18/S/D/17/45/186. Kerala Government Cycle Rim Factory, Trivandrum 7. Cable: RIMFACTORY, Trivandrum. Quotation date March 19.

■ Hot rolled mild strip steel for armouring, to conform to appropriate Indian standard of BS 1449:1948. Either untreated or varnished, sizes in mm. 25.41, 38.19x0.76, 55 tons; 38.10, 44.45, 50.80x1.02, 70 tons. Ref. No. DC/217/BDL/344. IL No. P/RM/000827/R/DL/18/S/D/17/45. Universal Cables, Ltd., Post Box No. 8, Satna (M.P.). Cable: SATNA.

■ Galvanized mild steel wire for armouring, size in mm., 1.25, 1.70, 2.12 dia., total 40 tons. Ref. No. DC/217/BDL/343. IL No. P/RM/000778/R/DL/18/S/D/17/45/1232. SBC-96.★

NEPAL—Stainless steel sheets. AISI 304. cold rolled, annealed—Ct 18%, Ni 8%; 18, 20, 22. 24 SWG; 2B or 2D finish; quotations desired cif Calcutta on up to 50 tons. Hulas Metal Crafts Pvt. Ltd. (manufacturer of steel utensils), P.O. Biratnagar, via Jogbani, Purnea District, Bihar, India.

■ **PAKISTAN**—Prime electrolytic tinplate. unassorted. seconds not to exceed 10%, 0.75 coating; 27⅝″x22¾″, 30¾″-23¼″, 108 lb. substance, ratio 2:1 by sheets of each size in order listed, $47,250. Same, 29¾″x18″, 90 lb. substance; 31⅜″x19⅛″, 95 lb. substance; ratio 32:17 by sheets. $42.000. Same, 27⅞″x 21¼″, 80 lb.; 29⅞x20 5/16″. 85 lb.; ratio 3:2 by sheets, $15.750. 100% U.S. flag vessel. Prices per l.t., c&f Karachi, ocean freight rate indicated separately; usual packing. Lever Bros. Pakistan Ltd., Rock Court, Victoria Rd., Karachi. Cable: LEVERBRO, Karachi.

■ Electrolytic tinplate, cold reduced/open hearth steel. U/A, 0.50 coating, bright finish, base weight 107, 28½″x18⅝″, in multiple package containers weighing approx. one ton each; 500 l.t. Prices per l.t., c&f Karachi; particulars of packing for each item to be indicated; fob/fas cost and freight quoted separately. By USA flag Conference Line steamer plying on direct Mediterranean route. Caltex Oil (Pakistan, Ltd.. 3rd Floor, Qamar House, Bunder Rd., Karachi.

■ Prime electrolytic tinplate. U/A, 0.75 coating, 107 lb. base weight, 30 gauge, 18¾″x28″, 20″x30″; in standard metal containers, waterproof paper lined, on skids of approx. 2.000 lb. Approx. $20.800. Prices per l.t.. c&f Karachi, fas cost and ocean freight indicated separately. 100% U.S. flag. S. H. Noor Ahmed B.P., Quetta Bldg., Marriot Rd., Karachi.

■ Mild steel billets, to C-1020/SAE-1020; 1½"x1½", 2"x2", 2½"x2½", length 18-22 ft.; heat marks die stamped, works test certificate to be furnished, $252,000. Malik Re-Rolling Mills Ltd., 193/194, Baizid Bostami Rd., Chittagong. Cable: HAZRACO.

■ Foundry pig iron, machine or sand cast, refined cylindrical standard quality; foundry pig iron, machine or sand cast, with low phosphorus, from 0.4% to 0.6%; foundry pig iron, machine or sand cast, analysis C 3.00-3.5%, Si 2.5-3.5%, Mn .5-1%, Su .05 max., Ph .60 max. Approx. $40,000. Prices per l.t., c&f Chittagong; particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately; agent's commission, if any, must be specified in quotations. Shipment USA flag vessel, steamer plying on direct Mediterranean route. Renwick & Co. (P) Ltd., P.O. & Dt. Kushtia, E. Cable: RENWICO.

Above to be financed by a loan not yet authorized. National & Grindlays Bank Ltd., P.O. Box No. 6, Sadarghat Rd., Chittagong, E. U.S. source. Quotation date March 15. SBC-82.

■ Electrolytic tinplate, common coke, export packed; coating .25, .50, .75, 1.25; base weight 107 lb., 31½"x23¾", 29 5/16"x19½", 18¾"x28", 20"x30"; base weight 100 lb., 32"x19¾", 27⅝"x22¾", 25"x21", 18¾"x28", 20"x30"; base weight 100/107 lb., 18"x24"; base weight 90 lb., 26½"x21¼"; 29⅞"x20 5/16"; base weight 95 lb., 29¾"x18"; $105,000. Ref. No. FE/52/1036. Prices per l.t., c&f Karachi, particulars of packing for each item to be indicated, fob/fas and freight quoted separately. Shipment by U.S. flag vessel, Conference Line steamer plying on direct Mediterranean route. Subject to GSA Defense Materials Service procedure. S. M. Corp., Dada Manzil, Rampart Row, Khori Garden, Karachi. Purchase contemplated to be financed by a loan not yet authorized. The Central Bank of India, Ltd., Bunder Rd., P.O. Box 4762, Karachi. U.S. source. Quotation date March 15. SBC-82.

■ Steel tubular tubes with ground sleeves, 100 each, 50 each 28 ft. and 30 ft., overall length to American Transit Association Specifications No. D16-52. Pole No. B286, B306. Tender No. VA-7/SA/67931/3/64. Bid deadline March 18. Government of Pakistan, Dept. of Investment Promotion & Supplies, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, Attn: Mrs. Caparelli. SBC-93.

■ Galvanized plain sheets, zinc coating 1.25, gauges 16-30 to Specn. ASTM-A-361-59T; M. S. sheets, C.R.C.A., to ASTM-A-366-58T, 16-30 G; M.S. plates, ¼" through 2", ASTM-A-415-58T; steel shaftings, dia. ½-6", SS-ASTM; stainless bars and sheets, same; approx. $10,500. Subject to GSA Defense Materials Services procedure. IL No. 387483. Everest Corp., Serai Rd., Karachi. Cable: GLACIER, Karachi.

■ Galvanized plain sheets, zinc coating 1.25, gauges 16-30, Specn. ASTM-A-361-59T; M. S. sheets, C.R.C.A., ASTM-A-366-58T, 16-30 G; galvanized wire, 6-30 G, Standard ASTM Specn; approx. $13,200. IL No. 376133. A. Hasheem & Co., Serai Rd., Karachi.

■ Prime quality cold rolled steel sheets, annealed, oiled, pickled open hearth, ASTM-A-366-58T, suitable for drum manufacturing, 18 gauge, 37¼"x70½"; 25¼"x76½", 24 G, 36"x62½", 44x66"; 17 G, 36"x120", approx. $329,600. IL No. 393975. National Chemical Industries, F/1 S.I.T.E., Opp. General Motors, Mauripur Rd., Karachi 13. Cable: BARKATI.

■ Galvanized plain iron sheets, commercial quality, to Specn. ASTM-A-361-59T, zinc coating 1.25 oz. per sq. ft., both sides, size 8x3', 26, 30 BG; approx. $10,500. IL No. 388160. Friends Corp., Shop No. 32, Motans Bldg., Bunder Rd., Karachi 2. Cable: OKHAI.

■ Galvanized iron long wire in usual mills catchweight coils wrapped in tar paper and hesian with common regular zinc coating, tensile strength 35/40 Kg./mm2, suitable for the manufacture of wire cloth and poultry nettings, 22, 24 SWG; 8, 10, 12, 14 SWG; c&f Karachi, approx. $10,500. IL No. 375907. Galvanized iron long wire, usual mills catchweight coils wrapped in tar paper and hesian, common regular zinc coating, tensile strength 35/40 Kg/mmA. 22, 24 SWG, required for making wire cloth and poultry nettings; 8, 10, 12, 14 SWG., for making barbed wire and drawing to thinner gauges; c&f Karachi; approx. $18,900. IL No. 379758. Open hearth and/or basic oxygen steel hot rolled wire rods, in catchweight coils, approx. 700 lbs. unwrapped, to certain analysis, size ¼", 5/16", ⅜" dia.; c&f Karachi; approx. $12,600. IL No. 379759. Keamari Docks, Ltd., Steel House, West Wharf Rd., Karachi.

All to be financed by a loan not yet authorized. U.S. source. Quotation date March 15. SBC-93.

■ Galvanized plain iron sheets, commercial quality, to ASTM A-361-59-T, zinc coating 1.25 oz. per sq. ft., both sides, size 8x3", 26 or 30 BG; hot rolled mild steel plates, commercial quality, size 8x4', thickness 3/16" or ¼"; R.S. joists, ASTM-A7-58, lengths of 30 ft., up 6"x3" or American equivalent size, $10,500. IL No. 352107. Zahid Industrial Co., 2 Colimar, Karachi.

■ Galvanized iron plain sheets, coating 1.25, gauges 16-30, ASTM-A-361-59T; M.S. sheets, C.R.C.A. sheets, gauges 16-30. ASTM-A-366-58T; M.S. plates, ⅛"-2", ASTM-A-415-58T; M.S. pipes, dia. ½"-6". Standard ASTM; approx. $10,500. IL No. 337569. Shafi Mohamed Abdul Rehman & Co., Jodia Bazar, Karachi.

■ M.S. sheets, C.R.C.A., ASTM-A-361-58T, 20-26 G, size 8x3, or 6x3', approx. $5,200. IL No. 375846. Pervez Mechanical & Engineering Works, Opp. Karachi Electric Stores, Bunder Rd., Karachi.

■ Hard drawn bright steel nail wire, low carbon to Standard American Specn., suitable for making wire nails, catchweight coils, to SAE 1010, gauges 8, 9, 10, 12, 14; approx. $13,600; c&f Karachi. IL No. 376456. Tariq Industries, Behind Laxmi Bldg., Kasur St., Karachi.

■ Galvanized iron plain sheets, zinc coating 1.25, gauges 16-30, Specn., ASTM-A-361-59T; M.S. sheets, C.R.C.A. to ASTM-A-366-58T, gauges 16-30; M.S. sheets ¼"-2", ASTM-A-415-58T; approx. $10,500. IL No. 351966. Vali Mohamed Kasamji, 55 Moton Cloth Market, Bunder Rd., Karachi.

All to be financed by a loan not yet authorized. U.S. source. Quotation date March 19. SBC-93.

■ M.S. billets, to SAE 1010 and/or 1020 and/or 1030, length 18 ft. and above, 2"x2" and/or 2¼"x2¼" and/or 3"x3"; heat marks die stamped, accompanied by works test certificate; approx. $105,000. Ref. No. LC/2092-OSB/178. Friend Corp., Tahelram Khemchand Rd., Karachi 2. To be financed by a loan not yet authorized. United Bank Ltd.—head office, Karachi. U.S. source. Quotation date March 15. SBC-92

■ Pig iron, foundry grade III, ASTM A-43-60; analysis, Si 2.5-3.25%, Mn 1-1.25%, Su .05 max., Ph .30-1%, C 3.4-90%; approx. $105,000. M.S. tin plates, 28G-30G, to U.S. QQ-T-423, approx. $105,000. M.S. billets, 2"-4", to ASTM A-973-58T; approx. $105,000. M.S. strips, hot rolled and cold rolled, 1"-8" width, ¼" thick, to ASTM A-425, A303-58T, A109-59T; approx. $105,000. Ref. No. ICA/OSB-BKS-OSB-51-551. Fairdeal Commercial Corp., Moolji St., Kharadhar, P.O. Box 5111, Karachi 2. Cable: FAIRCOM, Karachi.

■ Pig iron, foundry grade I to III; approx. $105,000. M.S. billets, 2"x2", 2½"x2½"; approx. $105,000. Tinplate, hot dipped prime coke, 20"x30", 18¾"x28", 30 G; approx. $105,000; c&f. Ref. No. ICA/OSB-BKS-OSB/52-552. Alavi Sons Ltd., Corner House, Preedy St., Karachi 3. Cable: QUALITY.

■ M.S. billets, 2"x2", 2½"x2½"; approx. $105,000. Tinplate, hot dipped, prime coke, 20"x30", 18¾"x28", 30 G; approx. $105,000. Pig iron, foundry grade I to III; approx. $105,000; c&f. Ref. No. ICA/OSB-BKS-OSB/53-553. Marsh & Co., Corner House, Preedy St., Karachi 3. Cable: QUALITY.

■ Pig iron, foundry grade 1, 2, 3; approx. $105,000. Tinplates, hot dipped, prime coke, 28"x18¾", 20"x30", 30 G; approx. $105,000. M.S. billets, 2"x2", 2½"x2½"; approx. $105,000; c&f. Ref. No. ICA/OSB-BKS-OSB/54-554. Sterling Steels, Near Denso Hall, Marriot Rd., Karachi 2. Cable: STERSTEEL.

■ M.S. billets, 2"x2", 2½"x2½"; approx. $105,000; c&f. Ref. No. ICA/OSB-BKS-OSB/55-555. Alavi Industries, Corner House, Preedy St., Karachi 3. Cable: QUALITY.

■ M.S. billets, 2"-3" square, to SAE 1010, 1020, 1025, 1030, in standard lengths including 10% shorts; approx. $210,000. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately. 100% U.S. flag vessels. Ref. No. ICA/OSB-BKS-OSB/56-556. Mohamedi Re-Rolling Mills, Off Barness St., Near Old Haji Camp, Karachi. Cable: REROLL, Karachi.

To be financed by a loan not yet authorized. National Bank of Pakistan, Opp. Boulton Market, Bunder Rd., P.B. 4840, Karachi 2. U.S. source. Quotation date March 15. Tinplate subject to GSA Defense Materials procedure. SBC-92.

■ M.S. strips; 3", 15 BG, 3¼", 12 BG; 4", 14 BG, 5", 9", 11 BG; 5", 13 BG; 5", 16 BG; approx. $21,000. Hussain Wire Industries, Badami Bagh, Lahore.

■ Pig iron; analysis, C 3.5-4%, Si 3.25-3.5%, Su 0.05% max., Ph 0.31-0.50%, Mn 1.01-1.25%, approx. $21,000. Noor Engineering Works, Regd., 92 Railway Rd., Lahore 7. Cable: NOORSONS.

■ M.S. billets, to SAE 1020, standard quality, prime, lengths 18 ft. or above, 2"x2", 2½"x 2½", approx. $42,000. Heat marks die stamped; accompanied by works test certificate. National Foundry & Re-Rolling Mills, Regd., Badami Bagh, Lahore.

■ M.S. billets, to SAE 1020, lengths 18 ft. or above, 2"x2", 2½"x2½", 3"x3", approx. $105,000. Heat marks die stamped; accompanied by works test certificate. Sh. Chiragh Din Gulzar Mohd., Badami Bagh, Lahore.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. Ref. No. FE/LC/OSB/22/2798. Prices per l.t., particulars of packing for each item to be indicated, fob/fas and freight quoted separately; c&f Karachi. 100% U.S. flag vessels. U.S. source. Quotation date March 15. SBC-92.

■ Pig iron; analysis C 3.00-4.50%, Su 0.05% max., Ph 0.05% max., Mn 1.25% max., Si 3.001-3.25%, approx. $21,000. Ref. No. FE/LC/OSB/22/2798. S. Mohd Din & Sons, 285 Landa Bazar, Lahore.

■ M.S. billets, prime quality, SAE 1010-1020 or 1020-1025, 1030 of 1045, length 18 ft. and above, 2"x2", 2½"x2½" and/or 3"x3", 3½" x

3½" and/or 4"x4"; heat marks die stamped, accompanied by works test certificate, approx. $104,200. Pig iron, foundry grade I; analysis, Si 2.75-3.5%, Mn 1.0-1.5%, Ph 0.40% max., Su 0.35% max., C 3.75-4.25%, approx. $104,200. Ref. No. FE/LC/OSB/22/2798. 100% U.S. flag vessel. Pakistan Steel Rerolling Mills, Badami Bagh, Lahore. Cable: PAKSTEEL.

■ M.S. billets, to SAE 1020, lengths 18 ft. or above, 2"x2", 2½"x2½", 3"x3", 4"x4", 5"x5", 6"x6"; heat marks die stamped, accompanied by works test certificate, approx. $147,000, c&f Karachi. Ref. No. FE/LC/OSB/23/2799. Prices per l.t., particulars of packing for each item to be indicated, fob/fas and freight to be quoted separately. 100% U.S. flag vessels. R. R. Steel Industries, Regd., Badami Bagh, Lahore.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. U.S. source. Quotation date March 15. SBC-92.

■ M.S. billets, prime standard quality, to SAE 1020/1025, length 18 ft. or above, 2", 2½", 3", 3½" square, approx. $105,000. B. R. Industries, Shalamar Town, Baghbanpura, Lahore. Cable: same.

■ M.S. billets, to SAE 1020, standard quality, prime, lengths 18 ft. or above, 2", 2½", 3" square, approx. $168,000. Prices per l.t., particulars of packaging for each item to be indicated, fob/fas cost and freight quoted separately. 100% U.S. flag vessel. Mohammad Siddique & Bros., Badami Bagh, Lahore. Cable: CRANKSHAFT.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. Ref. No. FE/LC/OSB/24/2800; c&f Karachi. Billets heat marked, die stamped; accompanied by works test certificate. U.S. source. Quotation date March 15. SBC-92.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Pig iron, to ASTM-A43-55T, foundry grade FL-23; analysis C 3.00-4.50%, Su 0.05% max., Ph 0.5% max., Mn 1.25% max., Si 3.01-3.25%, approx. $105.000. Premier Pipe Machinery Store, P.O. Box 108, 15 Brandreth Rd., Lahore 7, W.

■ Steel billets, 2"x2", 2½"x2½", prime, length 18 ft. and above, to ASTM A273-58T/AISI-C1020, suitable for rerolling bars and sections, approx. $105.000. Lion Industries & Re-Rolling Mills, Near New Power House, Badami Bagh, Lahore W.

■ Pig iron, approx. analysis Si 3.0-3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05% max., C 3.0/4.0%, approx. $105,000. Qadri Bros. Foundry & Workshop, O/S Kashmiri Gate, Badami Bagh, Lahore.

■ Pig iron, analysis C 3.5-4%, Si 3.01-3.25%, Su 0.05% max., Ph 0.31-0.50%, Mn 1.01-1.25%, approx. $42.000. Umar Metal Works, 383 Circular Rd., O/S Sheranwala Gate, Lahore. Cable: HAMMERS, Lahore.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. Ref. No. FE/LC/OSB/24/2800. U.S. source. Quotation date March 15. 100% U.S. flag vessel. SBC-92.

■ Electrolytic tinplate waste waste, tin coating 0.50 or better, bright finish, assorted to gauge /size, 20"x30" and larger, 30 gauge, approx. $105,000. Ref. No. I/C-63/64/786/BH. Prices c&f Karachi per long ton; ocean freight and commission of indenting agent, if any, indicated separately. 100% U.S. flag vessel. Subject to GSA Defense Materials Service procedure. Crescent Factories, Ltd., Chichawatni, Dist. Montgomery, W. To be purchased by a loan not yet financed. National Bank of Pakistan, Local Office, Lahore; Ref. FE/LC/OSB/21A/2806. U.S. source. Quotation date March 15. SBC-92.

■ M.S. billets, prime, to SAE 1020 and/or 1025, length 18 ft. and/or up with 10% shorts down to 10 ft.; squares 1" and/or 1¼", 1½", 2", 2½", approx. $26,200. Prime coke tinplate, coating 1.25 lb., 18¾"x28" and/or 20"x30", 30 G. Subject to Defense Materials Service procedure. Approx. $26,200. M.S. strips, 3"/24"x10G/30G, approx. $26,200. Foundry pig iron; analysis Si 3.26/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%, approx. $26,200. Ref. No. ICA/OSB-BKS-OSB-26-526, fas, c&f. Habib Refrigeration & Electric Works, Princess St., Opp. Lady Dufferin Hospital, Karachi. To be purchased by a loan not yet authorized. National Bank of Pakistan (Agent: Habib Bank Ltd.), Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2; Ref. ICA/OSB-BKS. U.S. source. Quotation date March 15. SBC-92.

■ M.S. billets, 2", 3" square, SAE 1010/1020/1025/1030, standard lengths including 10% shorts, approx. $315,000. Ref. No. ICA/OSB/BKS-OSB-27-527. Mohamedi Re-Rolling Mills, 405/406 Industrial Area, Sector 1-9, Islamabad, Rawalpindi.

■ Electrolytic tinplate, prime, U/A, 0.50 lb. coating, 107-108 lb. base weight; 30 gauge; 18¾"x28"-67%; 20"x30"-33%, approx. $21,000. Subject to GSA Defense Materials Service procedure. M.S. strips; 2" wide, 14 gauge; 2½", 16/18 gauge, approx. $21,000. Ref. No. ICA/OSB/BKS-OSB-49/549. Saleh Ebrahim Lotia, 9 Qasr-e-Zainab, Club Rd., Karachi.

To be financed by a loan not yet authorized. National Bank of Pakistan (Agent: Habib Bank Ltd.), Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2; Ref. ICA/OBS-BKS. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately. 100% U.S. flag vessel. U.S. source. Quotation date March 15. SBC-92.

■ Steel billets, prime, to ASTM-A-273, 58T/AISA-C1020, suitable for re-rolling to bars and sections; 2"x2", 2½"x2½", length 18 ft. and above. $105,000. Ref. No. A/64/1699. 100% U.S. flag vessel. Premier Pipe Machinery Store, P.O. Box 108, 15, Brandreth Rd., Lahore 7.

■ Pig iron, to ASTM-A-43-55T, foundry grade FL-23. analysis C 3.00-4.5%, Su 0.05% max., Ph 0.5% max., Mn 1.25% max.. Si 3.01-3.25, $105,000. Ref. No. A/64/1681. 100% U.S. flag vessel. Lion Industries & Re-Rolling Mills, Near New Power House, Badami Bagh, Lahore.

Above to be purchased by a loan not yet authorized. The Central Bank of India Ltd., Lahore. U.S. source. Quotation date March 15. SBC-82.

■ Pig iron, analysis Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05% max., C 3.0/4.0%. $21,000; c&f Karachi. Ref. No. FB/64/1993. Sh Chiragh Din Gulzar Mohd., Iron & Steel Rolling Mills, Badami Bagh. Lahore. Purchase contemplated to be financed by a loan not yet authorized. U.S. source. Quotation date March 15. SBC-82.

■ Electrolytic tinplates, cold reduced, unassorted; suitable for manufacture of oil companies' standard 4-imperial-gallon square tin; coating 0.75 lb. per base box; thickness 0.0118", equivalent to 108 lb. per base box substance; 72.3% large body sheets, 18¾"x 28 1/16"; 27.7% large end sheets, 20 5/16"x30⅝", approx. $63,000. Ref. No. R-261. Shipment in one-ton export steel bulk packats, with waterproof waxed paper wrapping and steel envelopes held by steel strapping, mounted on 2½" high hardwood runners. Prices per l.t., c&f Chittagong, fob/fas cost and freight quoted separately. Mill certificate as to quality to be furnished. U.S. flag vessel, steamer plying on direct Mediterranean route. Muhammadi Tin & Sheet Metal Industries, 240, Baidid Bostam, Government Industrial Area. Purchase contemplated to be financed by a loan not yet authorized. The Eastern Mercantile Bank Ltd., C.D.A. Branch, Chittagong. U.S. source. Quotation date March 15. Subject to GSA Defense Materials Service procedure. SBC-82.★

■ Foundry pig iron, FL-23 or alternative. $31,500. Ref. No. OSB/1007. Engineering Ind. Cooperative Society, Fatima Jinnah Girl's School, Lawrence Rd., Karachi.

■ Mild steel billets, prime quality, to SAE 1020, 1025, 1030; length 18 ft. and above; 2"x2"; heat number die stamped. $220,000. Ref. No. OSB/1009. General Industries, Hyderabad, W.

To be financed by a loan not yet authorized. Standard Bank Ltd., Foreign Exchange Br., Muhammadi House, McLeod Rd., Karachi. U.S. source. Quotation date March 15. SBC-82.

■ Tinplate, prime electrolytic, U/A, coating 0.50 lb., 107/108 base weight, approx. $214,100. Ref. No. IMP/2430. Jamaica Industries Ltd., Frere Rd., A.M. 20, Karachi 1. Cable: BALMIAN, Karachi.

■ Electrolytic tinplate, prime, U/A, coating 0.50 lb., 107/108 base weight, approx. $214,100. Ref. No. IMP/2429. Balfik Bros. Ltd., Frere Rd., A.M. 20, Karachi 1. Cable: BALMIAN, Karachi.

■ Electrolytic tinplate, prime, U/A, 0.75 lb. coating, 107 lb. base weight, temper ¾, 20"x 28" min., 23"x36" max.; $252,000. Ref. No. IMP/2431. Prices per l.t., c&f Karachi; freight charges indicated separately, with full particulars of packing. 100% U.S. flag vessel. Haidary Tin Factory Ltd., C/41 Estate Ave., S.I.T.E., Karachi 13. Cable: TINPLATES, Karachi.

Above to be financed by a loan not yet authorized. The Bank of Tokyo Ltd., Qamar House, Bunder Rd., Karachi. U.S. source. Quotation date March 15. Subject to GSA Defense Materials Service procedure. SBC-82.

■ Tinplate, cold reduced, unassorted; suitable for manufacture of oil companies' 4-imperial-gallon square tin; coating 0.75 per base box; thickness 0.0118", equivalent to 108 lb. per base box substance; large body sheets 28 1/16" x18¾"; large end sheets 30⅝"x20 5/16"; proportion, sides 71.6, ends 28.4. Approx. $40,000. To be shipped in one-ton export steel bulk packages, with waterproof waxed paper wrapping and steel envelopes held by steel strapping, mounted on 2½" high hardwood runners. Prices per l.t.; fas/fob. Commission payable to local agents must be specified in quotations. Freight U.S. flag vessel; but, indicate separately freight rate for shipment in non-U.S. flag vessel if waiver granted by Government of Pakistan/AID Washington. The Burmah Oil Co. (Pakistan Trading) Ltd., Chittagong. Cable: PAKTRADOIL, Chittagong. Purchase contemplated to be financed by a loan not yet authorized. National & Grindlays Bank Ltd., P.O. Box 6, Sadarghat Rd., Chittagong, E. U.S. source. Quotation date March 15 Subject to GSA Defense Materials Service procedure. SBC-82.★

■ Electrolytic tinplates, 0.05 oz. coating, 107/108 base, 18⅞"x28⅛", 20⅝"x31⅛", $105,000. Prices per l.t., c&f Chittagong, ocean freight indicated separately. 100% U.S. flag vessel. B. L. Chowdhury, 345 Kurbaniganj, Chittagong.

■ Electrolytic tinplates, 0.50 oz. coating, 107/108 lb. base weight, 18⅞"x28⅛", 20⅝"x31⅛". 100% U.S. flag vessel. Approx. $105,000. S. Matin, 24, Azimpur Rd., Dacca 1.

To be financed by a loan not yet authorized. National & Grindlays Bank Ltd., P.O. Box 105, Khatunganj, Chittagong. U.S. source. Quotation date March 15. Subject to GSA Defense Materials Service procedure. SBC-82.★

■ Prime coke tinplate coating 1.25 lb., 18¾"x 28", 20"x30", 30 gauge; $21,000. M.S. strips, 3"/24" x 10G/30G; $21,000. Any U.S. standard specifications acceptable; fas, c&f. Ref. No. ICA. Khan Sahib Haji Latifur Rahman & Sons, 47-A, Falak Numa Manzil, Desal Bazar Ranchore Line, Karachi 1.

■ Electrolytic tinplate, U/A, export packed, base weight 107 lb., coating 0.50 lb.; 18¾"x 28", 156 l.t.; 20"x30", 302 l.t. Prices in l.t., c&f Karachi, particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately. U.S. flag vessel, Conference Line steamer plying on direct Mediterranean route. Ref. No. ICA. Messrs. Sarfraz Khan, Campbell St., Karachi.

■ Prime coke tinplate, unassorted, 1.25 lb. coating per base box; electrolytic tinplate, 1.25 lb. coating; pot yield 30, 31, 31½ gauge, base weight 107, 95 lb., 18¾"x28", 20"x30", 23"x28", 21"x31", 22"x30, 20"x31"; $106,000. Ref. No. ICA. Mohammed Rafiq Rice Mills, Naboo Shah St., Shikarpur.

■ Pig iron; $105,000. Ref. No. OSB/38/538. Fairdeal Commercial Corp., Moolji St., P.O. Box 5111, Karachi 2. Cable, FAIRCOM, Karachi.

■ Prime coke and/or electrolytic tinplates, coating 0.25/1.25, gauge 30, 18"x24" and/or 18¾"x28" or 20"x30"; $31,500; c&f. Ref. No. OSB/33-534. M/s Jilani Timber Mart, Herchandrai Rd., Karachi.

Above to be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. U.S. source. Quotation date March 15. Tinplate subject to GSA Defense Materials Service procedure. SBC-87.

■ Foundry grade pig iron; analysis, C 3.5/4.2%, Si 2.5/3.0%, Mn 0.5/1.0%, Ph 0.3/0.5%, Su .05% max.; $31,000. Ref. No. FRB/1983. Triumph Works, 69 The Mall, Lahore. To be financed by a loan not yet authorized. Lahore Commercial Bank Ltd., Bank Mansion, 30 Napier Rd., Bank Square, Lahore. U.S. source. Quotation date March 15. SBC-87.

■ M.S. strips, 11 BG, 16¾", 20"; $21,000; c&f Karachi. Ref. No. G/989. Koh-I-Noor Tube-Well Service, 128 Chowk Dalgran, Lahore.

■ M.S. billets, prime standard quality, to SAE 1020/1025, length 18 ft. or above, 2" square; $21,000. Ref. No. G/657. M/s Bashir Iron & Steel Rolling Mills, Badami Bagh, Lahore. Cable, same.

To be financed by a loan not yet authorized. The Muslim Commercial Bank Ltd., Badami Bagh, Lahore. U.S. source. Quotation date March 15. 100% U.S. flag vessel. SBC-87.

■ M.S. billets, prime, standard, length 18 ft. or above, 2", 2½", 3"; heat marks die stamped; accompanied by works test certificate; $52,500; c&f; 100% U.S. flag vessel. Said Steel Re-Rolling Mill, Shalamar Town, Lahore. Cable, same.

■ Tinplate, prime electrolytic, 0.75 coating, B.W. 107 lb., 30 gauge, 20"x30", 28"x18¾"; $35,000; c&f. Subject to GSA Defense Materials Service procedure. Al-Hilal Vegetable Ghee Mills Ltd., P.O. Box 86, Multan, W.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. Ref. No. FE/LC/OSB/15-2481. U.S. source. Quotation date March 15. SBC-87.

■ Pig iron, foundry quality, first grade; $21,000. Ref. No. OSB/ICA/107/10. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight to be quoted separately. 100% U.S. flag vessels. Yusafalim M. Lookmanji, Napier Rd., Karachi 2. Cable: YAALI.

■ Cold rolled steel strip, to AISI 1010, bright, close annealed, No. 3 temper, No. 2 finish, No. 3 edge, in coils, packed for export in skids; 0.0473" thick x 3.077" wide; 60 l.t. Steel strip, bright, cold rolled, rimmed, deep drawing quality, aluminum killed, finish 2B, temper 4, tensile strength 20/30 tons P.S.I., elongation 28% in 2" min.; 25 SWG, 0.02" thick x 3.780" wide; tolerance on width +/—0.005", on thickness +/—0.001"; packed in protected coils; 16 l.t. Mild steel strip, bright, cold drawn, in coils, deep drawing quality; 14 BG, 0.083" thick x 3⅞" wide; tolerance on width +/—0.005"; oiled, wrapped in protected coils; 6 l.t. Mild steel strip, bright, cold drawn, in coils, deep drawing quality; 14 BG, 0.083" thick x 5½" wide; tolerance on width +/—0.005"; oiled, wrapped in protected coils; 4 l.t. Steel strips, cold rolled, pickled and oiled, general purpose quality; 26 BG, 0.5 mm thick x 4⅜" wide; in protected coils; 10 l.t. Steel strips, cold rolled, pickled and oiled, general purpose quality; 26 BG, 0.5 mm thick x 3" wide; in protected coils; 7 l.t., c&f Karachi. Ref. No. OSB/ICA/107/11. Saifee Development Corp. Ltd., Street No. 1, South Ave., Sind Industrial Trading Estates, Karachi.

To be financed by a loan not yet authorized. Mercantile Bank Ltd., P.O. Box 4661, Karachi 2. U.S. source. Quotation date March 15. SBC-87.

■ Electrolytic tinplate, mill accumulations, unassorted primes; coating 0.50 lb. and heavier; differential coating 25/50 and heavier; length 25" and over, width 18" and over, temper, preferably 3 and 4; in original mill packing; substance 80, 85, 90, 95, 100 lb. and/or 107/108 lb.; subject to prior approval; approx. quantity according to suitability of tinplate. Electrolytic tinplate, cold reduced, 0.75 lb. tin coating and differential coating; primes unassorted, seconds not to exceed 10% of primes; various sizes, substances, tempers, coatings; 22 items, 841 tons. Electrolytic tinplate waste waste, assorted to size and substance, 80-107 lb., 18"-25" and larger, coating 0.25 and better; subject to prior approval; quantity according to suitability of material; c&f Chittagong, per l.t. 100% U.S. flag vessel. Ref. No. OSB/ICA/107/1. Hashimi Can Co. Ltd., B/24, Sind Industrial Trading, S.I.T.E., P.O. Box 3608, Karachi 16. Cable: HASHIMICAN. To be financed by a loan not yet authorized. Mercantile Bank Ltd., P.O. Box No. 19, Strand Road, Chittagong. U.S. source. Quotation date March 15. Subject to GSA Defense Materials Service procedure. SBC-87.★

■ Cast foundry pig iron; analysis, Si 2.5-3.5%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%; $20,000. Ref. No. Khar-6/Misc-Br/770. Sarfaraz Alam, Alam Market, Kharian Town, Gujrat. To be financed by a loan not yet authorized. National Bank of Pakistan, Kharian Cantt., Karachi. U.S. source. Quotation date March 15. SBC-87.

■ Tinplates, prime coke quality, 1.25 lb. coating; 18¾x28, 20x30, 30 BG, $210,000. Ref. No. BRC/64. Subject to GSA Defense Materials Service procedure. Pig iron, foundry grade; analysis, C 3.5-4.2%, Si 2.0-2.5%, Su 0.35% max., Mn 0.5-1%; or C 3.5-4.2%, Si 2.0-2.5%, Su 0.05% max., Ph 0.5-0.9%, Mn 0.5-1%; or C 3.5-4.5%, Si 2.0-3.0%, Su 0.05% max., Ph 0.25% max., Mn 0.75-1.35%, $105,000. Ref. No. BRC/62. Pakistan Industries Ltd., 3rd Floor, Jubilee Insurance House, McLeod Rd., Karachi. Cable: FANCIES, Karachi.

■ Pig iron, foundry grade; analysis, C 3.5-4.2%, Si 2.0-2.5%, Su 0.35% max., Mn 0.5-1%; or C 3.5-4.2%, Si 2.0-2.5%, Su 0.50% max., Ph 0.5-0.9%, Mn 0.5-1%; or C 3.5-4.5%, Si 2.0-3.0%, Su 0.05% max., Ph. 0.25% max., Mn 0.75-1.35%, $105,000. Ref. No. BRC/63. Steel Sales Ltd., 3rd Floor, Jubilee Insurance House, McLeod Rd., Karachi.

Above to be financed by a loan not yet authorized. The Chartered Bank, P.O. Box 4896, Karachi 2. U.S. source. Quotation date March 15. SBC-87.

■ Foundry quality pig iron, grade I, approx. $105,000. 100% U.S. flag vessel. The Mehar Industries (Pakistan) Ltd., 17 Hatkhola Rd., Dacca 3. Cable: MEHARINDUS.

■ M.S. billets, to SAE 1020, random length 18/22 ft., 2"x2", 2½"x2½", heat marked, accompanied by works test certificate, approx. $105,000; c&f Chittagong, per l.t. L. Husein, C/o Prince Iron & Steel Industries, 26, Jinnah Ave., Dacca.

■ Pig iron, foundry quality, grade I, $25,000. 100% U.S. flag vessel. The Fabrication, Foundry & Engineering Works, 19 Baitul Mukarram, Ramna, Dacca. Cable: PIONEERS, Dacca.

■ M.S. billets, to SAE 1020, random length 18/22 ft., 2"x2", 2½"x2½", heat marked, accompanied by works test ceritficate, approx. $105,000, c&f Chittagong, per l.t. H. Jafferali, C/o Prince Iron & Steel Industries, 26 Jinnah Ave., Dacca.

■ M.S. billets, to SAE 1020, random length 18/22 ft., 2"x2", 2½"x2½", heat marked, accompanied by works test certificate, approx. $105,000, c&f Chittagong, per l.t. H. A. Rehman, C/o Prince Iron & Steel Industries, 26 Jinnah Ave., Dacca.

■ M.S. billets, to SAE 1020, random length 18/22 ft., 2"x2", 2½"x2½", heat marked, accompanied by works test certificate, approx. $105,000, c&f Chittagong, per l.t. Prince Iron & Steel Industries, 26 Jinnah Ave., Dacca 2.

Above to be financed by a loan not yet authorized. Commerce Bank Ltd., Ebco House, 32 Jinnah Ave., P.O. Box 379, Dacca 2. Ref. No. 501. U.S. source. Quotation date March 15. SBC-85.

■ Pig iron, analysis Si 3.0/3.5%, Mn .5/1.0%, Ph 6./1.0%, Su .05 max., C 3.0/4.0%, $32,000, c&f Karachi. Imperial Foundry & Workshop, 82 Railway Rd., Lahore. Cable: FOUNDRY, Lahore.

■ Cold rolled steel strips, 24"-36", BG 26, 28, 30, 32, $21,000, c&f Karachi. Lesco Enamel Works, P.O. Shahdara Mills, Lahore, W.

■ M.S. billets, prime, standard quality, to SAE 1020/1025, length 18 ft. or above, 2" square, $31,500. Heat marks die stamped, works test certificate to be furnished; c&f Karachi. Hameed & Co., G.T. Rd., Gujranwala. Cable: same.

■ M.S. strips: BG 16, 3"; BG 11, 4", 5"; BG 18, 25", 36"; BG 20, 25", 36"; BG 22, 25", 36"; BG 10, 48"; 48"x3/16", $21,000, c&f Karachi. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost per l.t. and freight to be quoted separately; 100% U.S. flag vessels. Crescent Iron & Steel Co., Badami Bagh, Lahore.

■ Pig iron, foundry grade; analysis Si 2.5-3.0%, Mn max. 1%, Ph 0.5-0.7%, Su 0.045% max., C 3.5-4.2%, $21,000, c&f Karachi. M/s Fazel Mohammed & Sons, G.T. Rd., Gujranwala. Cable: SLUICEVALVE.

Above to be financed by a loan not yet authorized. The Australasia Bank Ltd., Foreign Exchange Branch, The Mall, Lahore. U.S. source. Quotation date March 15. SBC-85.

■ Electrolytic tinplate, 18¾"x28" and/or 20"x 30", 30 gauge, coating .50 and/or .75, base weight 107 lb., c&f Karachi, $105,000. M/s Maqbook Co. Ltd., D/5, S.I.T.E. Manghopir Rd., Karachi 16. Cable: VANASPATI, Karachi.

■ Electrolytic tinplate, 18¾"x28" and/or 20"x 30", 30 gauge, coating .50 and/or .75, base weight 107 lb., c&f Karachi, $105,000. Ref. No. Tinplate/789/64. M/s Faisalmaqpool Corp. Ltd., West Wharf Rd., Karachi 2. Cable: MAQFAIS, Karachi.

■ Electrolytic tinplate, 18¾"x28" and/or 20"x 30", 30 gauge, coating .50 and/or .75, base weight 107 lb., c&f Karachi, $105,000. Ref. No. Tinplate 786/64. M/s F. P. Textile Mills Ltd., D/5, S.I.T.E. Manghopir Rd., Karachi 16. Cable: VANASPATI, Karachi.

■ Electrolytic tinplate, 18¾"x28" and/or 20"x 30", 30 gauge, coating .50 and/or .75, base weight 107 lb., c&f Karachi, $105,000. Ref. No. Tinplate/788/64. M/s Atamaqbool Industries Ltd., West Wharf Rd., Karachi 2.

■ Electrolytic tinplate, 18¾"x28" and/or 20"x 30", 30 gauge, coating .50 and/or .75, base weight 107 lb., c&f Karachi, $105,000. Ref. No. Tinplate/787/64. M/s Karachi Fish Industries Ltd., E/le, S.I.T.E., Manghopir Rd., Karachi. Cable: MAQFAIS, Karachi.

Above to be financed by a loan not yet authorized. The Australasia Bank Ltd., West Wharf Branch, P.B. 4056, Karachi. Ref. No. WW-Gen-COR-64. U.S. source. Quotation date March 15. Subject to GSA Defense Materials Service procedure. SBC-85.

■ Tinplate, prime coke, U/A, coating 1.25 lb., base weight 107 lb.; 18¾"x28"-66%; 20"x 30"-34%, approx. 400 tons. Bank: Netherlands Trading Society, Chittagong Br. Office, Dost Bldg., M.A. Jinnah Rd., P.O. Box 25, Chittagong. Cable: GARDONA, Chittagong. 100% U.S. flag vessels. Ref. No. Credits/1717. Subject to GSA Defense Materials Service procedure. M/s Balagamwala Vegetable Products Ltd., 215 Khatungonj, Chittagong, E. Cable: RAPOIL, Chittagong.

■ Pig iron, grade FL-23 or alternative, $21,-000. The Bank of Bahawalpur, Ltd., Exchange Br. Bank of Bahawalpur Bldg., Bunder Rd., Karachi. Ref. No. EX/FE-3/126. M/s Overseas Nithurwala Corp., Bunder Rd., Karachi Cable: NITHURWALA, Karachi.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 15. SBC-85.

■ Steel billets, 2"x2", 2½"x2½", prime, length 18 ft. and above; to ASTM-A-273-58T/AISI-C1020, suitable for re-rolling to bars and sections, $105,000. Lion Industries & Re-Rolling Mills, Near New Power House, Badami Bagh, Lahore, W.

■ Pig iron, to ASTM-A-43-55T, foundry grade FL-23; analysis C. 3.00-4.50%, Su 0.05% max., Ph 0.5% max., Mn 1.25%, Si 3.01-3.25%. $105,000. Premier Pipe Machinery Store, P.O. Box 108, 15 Brandreth Rd., Lahore 7, W.

To be financed by a loan not yet authorized. The American Exports Co., Inc. (Bank), Oriental Bldg., McLeod Rd., P.O. Box 4847, Karachi. Cable: AMEXCO. 100% U.S. flag vessels. U. S. source. Quotation date March 15. SBC-85.

■ Mild steel strips, basic open hearth hot rolled carbon, sheared mill edges, to SAE 1008, in coils; 12 gauge, 2⁵⁄₁₆", 3"; 11 gauge, 3¾", 4⅞", $21,000. Ref. No. OSB/68. Tasi Corp., 128 G.T. Rd., P.O. Moghalpura, Lahore.

■ M.S. strips, HRCA, open hearth, commercial quality, pickled and non-pickled, in coils, sheared/mill edges, to AISI, suitable for manufacture of G.I. pipe; 1½"-6", 6"-8", 8"-11½"; BG 8, 10, 11, 12; analysis, C. .08%, Mn .30%-.50%, Su and Ph. 06% max. ea. $105,000. Ref. No. OSB/67. 100% U.S. flag vessels; fas cost per l.t. and ocean freight indicated separately. Pak Pipe Industries, G.T. Rd., Gujranwala, W. Cable: OASIS, Gujranwala.

To be financed by a loan not yet authorized. Habib Bank Ltd., The Mall, Lahore, W. U.S. source. Quotation date March 15. SBC-85.

■ Pig iron; analysis, Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .5% max., C 3.0/4.0%, $105,-000. Ref. No. 202/5111/545. Aslam Siddique & Co., 33 Dinga Singh Bldg., Beadon Rd., Lahore.

■ M.S. billets, 2½", 3", 3½" square, length 18 ft. or above, standard quality, prime; heat marks die stamped, accompanied by works test certificate, $105,000. Ref. No. 79. M. Shabbir Ahmad & Bros., Badami Bagh, Lahore W. Cable: SHABROLL, Lahore.

■ Pig iron; analysis, Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .5% max., C 3.0/4.0%, $105,000. Ref. No. 81. Malik Muhammad Aslam & Co., F. 76, Kucha Kakezian, Lahore.

■ M.S. billets, 2½", 3", 3½" square, length 18 ft. or above, standard quality, prime; heat marks die stamped, accompanied by works test certificate, $105,000. Ref. No. 86. Shell Steel Rolling Works, Badami Bagh, Lahore, W.

■ Pig iron; analysis, Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .5% max., C. 3.0/4.0%. $105,000. Ref. No. 77. M. Shabbir Ahmad & Bros., Badami Bagh, Lahore, W. Cable: SHABROLL, Lahore.

To be financed by a loan not yet authorized. Commerce Bank Ltd., 6 Dyal Singh Mansion Mall Rd., Lahore. 100% U.S. flag vessel. U.S. source. Quotation date March 15. SBC-85.

■ M.S. billets, prime quality, to AISI or SAE 1010, 1035, 1015, 1020, 1025, 1030; standard lengths; 1½"x1½" up to 3½"x3½"; heat marks die stamped, accompanied by works test certificate. $421,000. Foundry grade pig iron; analysis, Si 1.8-3.5%, Mn 0.8-2.5%, Ph 0.2-1.5%, C 2.5-4.5%, approx. $21,000. Ref. No. 101/5140. Republic Industrial Corp., 49 Lalchand Hasomal Rd., Bunder Rd. Ext., Karachi 3. To be financed by a loan not yet authorized. Commerce Bank Ltd., Jubilee Insurance House, McLeod Rd., P.O. Box 5221, Karachi 2. U.S. source. Quotation date March 15. SBC-85.

■ M.S. billets, to SAE 1020, prime quality, length 18 ft. and above, 2", 2½", 3" square; heat marks die stamped, accompanied by works test certificate. $52,500. Ref. No. 202/5000/121. Messrs. Umar & Co., O/S Sheranwa-la Gate, Lahore.

■ M.S. strip, in coils; 24 gauge, 1½"; 22 gauge 1¾"; 20 gauge, 2"; 16 gauge, 3"; 18 gauge, 3" 14 and 16 gauge, 4"; 12 gauge, 5", 6"; 10 gauge, 6", 8", 10", 12", 14"; 8 gauge, 14", 16", 18", 20", $52,500. Ref. No. 202/5000/123. Messrs. M. Yousaf & Bros., Mill Area, Shahdara, Lahore.

To be financed by a loan not yet authorized. Commerce Bank Ltd., 6, Dyal Singh Mansion, Mall Rd., Lahore. 100% U.S. flag vessels. U.S. source. Quotation date March 15. SBC-85.

■ Tinplate, prime coke, 1.25 oz. tin coating, 107 B.W., 18¾"x28", 20"x30"; electrolytic tinplate, 107 B.W., 18¾"x28", 20"x30", coating 0.25, 0.50, 0.75, $42,000. Ref. No. OSB/ICA/107/9. M.S. billets, to SAE 1020, 2"x2"; heat marked, accompanied by works test certificate, $105,000. Ref. No. OSB/ICA/107/8. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight to be quoted separately. 100% U.S. flag vessels. Yousafalim M. Lookmanji, Napier Rd., Karachi 2. Cable: YAALI. To be financed by a loan not yet authorized. Mercantile Bank Ltd., P.O. Box 4661, Karachi 2. Tinplate subject to GSA Defense Materials Service procedure. U.S. source. Quotation date March 15. SBC-85.

■ Electrolytic tinplate, U/A; base weights 100, 107 lb.; coating 0.50, 0.75; various sizes; 1200 l.t. Tinplate, hot dipped, common coke quality, U/A; base weight 107 lb.; coating 1.25; 18¾"x28", 180 l.t.; 20"x30", 90 l.t. S. Karim & Co. Ltd., Rambharti St., Khori Garden, Karachi.

■ Tinplate, electrolytic, export packed; coatings .25, .50, .75, 1.25; base weights 90, 95, 100, 107; various sizes, $105.000. Aziz Hassanally & Bros., 33 Luxmi Bldg., Bunder Rd., Karachi.

■ Tinplate, electrolytic, export packed; coatings .25, .50, .75, 1.25; base weights, 90, 95, 100, 107; various sizes, $105,000. S. Akbar & Co., 34, Laxmi Bldg., Bunder Rd., Karachi.

■ Tinplate, electrolytic, export packed; coatings .25, .50, .75, 1.25; base weights 90, 95, 100, 107; various sizes, $105,000. International Commercial Agencies, 27, Lakshmi Bldg., Bunder Rd., Karachi 2.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bundar Rd., Karachi. U.S. source. Quotation date March 15. Subject to GSA Defense Materials Service procedure. Prices per l.t., c&f Karachi; fob/fas cost and freight to be quoted separately, particulars of packing for each item to be indicated. U.S. flag vessel. Conference Line steamer plying on direct Mediterranean route. SBC-83.

■ Pig iron, machine cast foundry, analysis Si 2.5-3.25%, Ph .3-1%, Mn 1-1.25%, Su .05 max., C 3-4.5%, $52,100. S. Abdul Wahab Mohammed Said, Bunder Rd., Karachi 2. Cable: SAIDRA, Karachi.

■ M.S. billets, SAE 1008 and/or 1010 and/or 1015, 1020, 1025, 1030, 1045, with works test certificate, length 18 ft. and above, 2"x2", 2½"x2½", or 3"x3". $525,000. c&f Karachi. Prices per l.t., fob/fas cost and freight quoted separately, particulars of packing indicated for each item. 100% U.S. flag vessels. Dada Steel Mills, Barness St., Karachi 1. Cable: GULEDADA, Karachi.

■ Pig iron, machine cast foundry grade, $26,-250. M.S. billets, SAE 1008 and/or 1010, 1015, 1025, 1045, with works test certificates, length 18 ft. and above, 2"x2", 2½"x2½", or 3"x3", $26,250. M.S. strip, hot rolled, 10-20 gauge, standard sizes. $26,250. Tinplate, electrolytic; coating .25, .50, .75; base weight 107/108; oil can sizes. $26,250. Prices per l.t., fob/fas cost and freight quoted separately, packing particulars for each item indicated, 100% U.S. flag vessels; c&f Karachi. Dada Corp., Pakistan Flour Mills Bldg., Opp. City Courts, Karachi. Cable: GULEDADA, Karachi.

■ Pig iron, foundry, analysis Si 3.26/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%, $35,000. Tinplate, prime coke, coating 1.25 lb.; 18¾"x28" and/or 20"x30", 30 G. $35.000. M.S. strips, 3"/24" x 10G/30G, $35.000; fas. c&f. Ruknuddin Khan, 2-D 3/13, Nazimabad, Karachi.

■ Pig iron, foundry, analysis Si 3.26/3.50%,

Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%, $105,000; fas, c&f. Phoenix Mills Ltd., Country Club Rd., Karachi 5.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., Karachi. U.S. source. Quotation date March 15. Tinplate subject to GSA Defense Materials Service procedure. SBC-83.

■ Tinplate, prime quality, coating 1.25 lb., 20x30, 18¾x28, base weight 107 lb., $100,000, c&f. Ref. No. OSB/5. Nabisco Biscuit and Bread Factory, 2, Water Works Rd., Dacca. Cable: NABISCO.

■ Mild steel billets, 2"x2", 2½"x2½", length 18 ft. and above, to SAE 1020, $105,000. c&f. Ref. No. OSB/4. Khulna Steel Structural Mills, 249 Tejgaon Industrial Area, Dacca 8.

■ M.S. billets, 2"x2", 2½"x2½", length 18 ft. and above, to SAE 1020, $105,000, c&f. Ref. No. OSB/2. Tejgaon Re-Rolling Co., Ltd., 181/2 Tejgaon Industrial Area, Tejgaon, Dacca 8.

■ M.S. strips, CRCA; 10½", 11½", 12½"; thickness 28 and 30 gauge, $105,000. Ref. No. OSB/3. M.S. billets, 2"x2", 2½"x2½", length 18 ft. and above, to SAE 1020, $105,000. Ref. No. OSB/1. C&f. Rahmin Metal Industries, Ltd., 249 Tejgaon Industrial Area, Dacca 8.

To be financed by a loan not yet authorized. Habib Bank Ltd., 78 Moulvi Bazar, P.O. Box 1091, Dacca 1. U.S. source. Quotation date March 15. Tinplate subject to GSA Defense Materials Service procedure. SBC-83.

■ Malleable pig iron, approx. analysis, C 4.00%, Si 2.25-2.50%, Mn .75-1.00%, Ph .10-.20%. Su .05%; loose ingots; 500 lt. Prices c&f Chittagong. 100% U.S. flag vessels. The Muslim Commercial Bank Ltd., Mitford Rd., Dacca E. Ref. No. DA/ICA. National Foundry & Engineering Works, Shyampur, P.O. Faridabad, Dacca 4, E. Cable: NAFEWORKS, Dacca.

■ M.S. billets, prime, to SAE 1020 standard quality, 2"x2", 2½"x2½", 3"x3", lengths 18 ft. or above; heat marks die stamped, works test certificate to be furnished, $21,000. The Muslim Commercial Bank Ltd., Badami Bagh, Lahore. 100% U.S. flag vessel. Ref. No. G/657. M/s. Sitara Safe Factory & Re-Rolling Mills, Badami Bagh, Lahore.

■ Hot rolled steel strip for electric resistant welded pipes. BSS-1387, class B, American standard A120-54; skelp requirements, I.D. 1½", untrimmed width 157 mm, thickness 3.25 mm; tolerances for width mm +3, —0; tolerances for thickness +0.25. —0.25. 600 tons. The Muslim Commercial Bank Ltd., Ramna, Dacca-2 Branch. 100% U.S. flag vessels. Ref. No. R/610. National Tubes, Adamjee Court, Dacca. Cable: TUBES, Dacca.

■ Pig iron, to ASTM-A-43-55T, foundry, low phosphorus, grade FL-17, analysis Si 3.01/3.25, Su 0.05, Ph 0.31/0.50, Mn 1.01/1.25; for foundry iron casting use; loose packing; shipment in one or two lots; approx. $105,000. The Muslim Commercial Bank Ltd., Mitford Rd. Br., Dacca 1. Ref. No. DA/ICA. M/s. Maanco Casting Industries, Pak Sanitary Bldg., Peelkhana Rd., Dacca 9.

■ Pig iron, analysis Si 2.75/3.5%, Su .04% max., Ph .7/1.0%. Mn .6/1.0%. C 3.0/3.8%. $21,000. The Muslim Commercial Bank Ltd., Circular Rd., Lahore; c&f Karachi. Western (P) Trading Co., 57 Brandreth Rd., Lahore 7, W. Cable: STELMONGER, Lahore.

■ Coke and electrolytic tinplate, coating 0.25-1.25 lb., bright finish, soft temper, in metal containers, gauge 30, base weight 107 lb.; 18¾"x28", 20"x30", 18"x24" and/or larger, 20"x28" or larger. Tin circles, 2"x8" dia., $625,000. Prices c&f Karachi, per l.t. The Muslim Commercial Bank Ltd., Newnham Rd. Br., Karachi. Particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately. 100% U.S. flag vessels. Ref. No. NNR/8/GEN. D.S. Factory, P.O. Box 4594, Karachi 2.

■ Tinplate, prime coke and/or electrolytic, coating .25/1.25, gauge 30, 18"x24" and larger and/or 18¾"x24" and larger and/or 18¾"x28" or 20"x30", $52,000. Pig iron, grade FL-23 or alternative, $52,000. The Muslim Commercial Bank Ltd., Newnham Rd. Karachi. Ref. No. NNR/7/GEN. M/s. M.M. Bakshi, Opp. B.V.S. Parsi School, Victoria Rd., Karachi.

■ Mild steel billets, 2"x2", 2½"x2½", length 18-22 ft., to SAE 1020/1025, $105,000. Foundry pig iron, analysis, C 3.5-4%, Si 3.01-3.25%, Su 0.05% max., Ph 0.31-0.50%, Mn 1.01-1.25%, $105,000. The Muslim Commercial Bank Ltd., Merewether Tower Br., Karachi. 100% U.S. flag vessels. Haji Yusuf Ismail Mala & Co., Najmuddin St., Nanakwara.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Electrolytic tinplates, 0.50 lb. coating, 107/108 base weight, 18⅞"x28⅛", 20⅝"x31⅛", $105,000. The Muslim Commercial Bank Ltd., Khatunganj, Chittagong. Ref. No. MCB/951. M/s Zebco Enterprisers (Pakistan), 14 Ghatfarhadbeg Rd., Chittagong.

■ Foundry quality pig iron, grade I, $25,000. The Muslim Commercial Bank Ltd., Ramna, Dacca Br. Ref. No. R/491. The Fabrication, Foundry & Engineering Works, 19 Baitul Mukarram, Ramna, Dacca E. Cable: PIONEERS, Dacca.

■ Coke tinplate, prime, U/A, 1.25 lb. coating, 107 lb. base weight, 18¾"x28", 20"x30"; electrolytic tinplate, prime, U/A, coating 0.25 and/or 0.50, 0.75 lb., base weight 107 lb., 18¾"x28", 20"x30"; electrolytic tinplate, soft, bright, coating 0.25 lb. and better, base weight 107 lb. and lighter. 18"x24" and larger, $105,000. The Muslim Commercial Bank Ltd., Mitford Rd., Dacca Br. 100% U.S. flag vessel. Prices per l.t., c&f Chittagong, ocean freight quoted separately. Ref. No. DA/ICA. Kaissar Industrial Corp., 342 Tejgaon Industrial Area, Dacca.

■ Pig iron, analysis C 3.5-4%, Si 3.25-3.50, Su 0.05% max., Ph 0.31-0.50%, Mn 1.01-1.25%, $21,000. M.S. billets, to SAE 1020 standard quality, prime, lengths 18 ft. and above, heat marks die stamped, accompanied by works test certificate, 2"x2", 2½"x2½", 3"x3", $105,000, c&f Karachi. The Muslim Commercial Bank Ltd., Circular Rd., Lahore Branch. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight to be quoted separately. 100% U.S. flag vessels. Ref. No. CIR/MISC. Sh. Fazal Mohd Fiaz Mahd., Badami Bagh, Lahore.

■ Pig iron, analysis Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05% max., C 3.0/4.0%, $21,000. The Muslim Commerce Bank Ltd., Rawalpindi City Branch. C&f Karachi. 100% U.S. flag vessel. M/s Northern Engineering & Metal Works, City Sadar Rd., Rawalpindi. Cable: same.

■ Pig iron, analysis Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05% max., C 3.0/4.0%, $21,000. The Muslim Commercial Bank Ltd., Rawalpindi City Branch. C&f Karachi. 100% U.S. flag vessel. M/s. Iqbal Industries, City Sadar Rd., Rawalpindi. Cable: IQBAL INDUSTRIES.

■ Electrolytic tinplate, prime, U/A, 0.50 lb. coating, 107-108 lb. base weight, 18⅞"x28⅛", 20⅝"x31⅛", gauge 30 and other, approx. $104,200. The Muslim Commercial Bank Ltd., Ramna, Dacca Branch. 100% U.S. flag vessel. Ref. No. R/525. The Asiatic Industries Ltd., 9 Jinnah Ave., Dacca. Cable: ASIATIC, Dacca.

■ Electrolytic tinplates, cold reduced, 30⅝"x 20⅝16", 28⅛16"x18½", BG 30, $105,000. The Muslim Commercial Bank Ltd., Ramna, Dacca Br. 100% U.S. flag vessel. Ref. No. R/519. Dacca Vegetable Oils Industries, Adamjee Court, Motijheel, Dacca. Cable: FATACIDS, Dacca.

■ Electrolytic tinplate, prime, U/A, coating 0.50/0.75 lb., base weight 107/108, 18¾"x28", 20"x30", gauge 30, $63,000. Pig iron, foundry grade I, $42,000. The Muslim Commercial Bank Ltd., Merewether Tower, Karachi Br 100% U.S. flag vessels. Prices per l.t., particulars of packing to be indicated, fob/fas cost quoted separately. Mohammad Amin Bros. Ltd., Rally Bldg. No. 2, Off McLeod Rd., Karachi. Cable: BURLAP, Karachi.

■ M.S. strips; 9" x 14 BG; 13¾", 16½", 16¾", 19¾", 20" x 11 BG and 12 BG, $21,000. The Muslim Commercial Bank Ltd., Badami Bagh, Lahore. 100% U.S. flag vessel. Ref. No. G/862. M/s Mohammad Ismail & Sons, Outside Kashmiri Gate, Badami Bagh, Lahore.

■ M.S. billets, prime quality, SAE 1020/1025, 2½"x2½", length 19 ft. and above; heat mark die stamped, works test certificate to be furnished; $21,000. Ref. No. G/1414. The Muslim Commercial Bank Ltd., Shahlam Gate, Lahore Br. 100% U.S. flag vessel. National Spring Mfg. Co., Lahore.

■ Pig iron. Analysis: Si 2.76-3.0%, Su 0.05%, Ph 0.51-0.70%, Mn 1.01-1.25%; Si 3.01-3.25%, Su 0.05%, Ph 0.05%-0.70%, Mn 1.01-1.25%; Si 3.25-3.50%, Su 0.05%, Ph 0.51-0.70%, Mn 1.01-1.25%, $105,000. The Muslim Commercial Bank Ltd., Lahore Nila Gumbad Br. 100% U.S. flag. O.K. National Industries (PAK), Lahore. Cable: OKEYNI.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 25. Tinplate subject to GSA Defense Materials Service procedure. SBC-84.

■ Electrolytic tinplate, prime, U/A. coating 0.50/0.75, base weight 107 lb., 18¾"x28", 20" x30", packed in standard metal containers, waterproof paper lined, on skids of approx. 2,000 lb. 100 tons. Prices per l.t., c&f Karachi fas cost and ocean freight indicated separately. 100% U.S. flag vessels. Ref. No. OSB/ICA/107/3. M/s Kassimali Goolamali Fadoo, Fadoo Bldg., Bunder Rd., Karachi 2.

■ M.S. billets, 2"x2", and/or 2½", prime, length 18 ft. and above, to ASTM-A273-58T/AISIC 1020, 1025, or equivalent to BSS 15 of 1948 suitable for re-rolling of bars and structural steel, strength 28-33 tons/sq. in., elongation 20% min., yield stress 15-25 tons/sq. in. Billets heat marked, die stamped; accompanied by works test certificate; $525,000; fas plus freight per l.t. Ref. No. OSB/ICA/107/4. Star Rolling Mills Ltd., Old Queens Rd., Karachi. Cable: ROLLING.

■ M.S. billets, 2"x2" and/or 2½", prime, length 18 ft. and above, to ASTM-A273-58T/AI SIC 1020, 1025, or equivalent to BSS 15 of

1948, suitable for re-rolling of M.S. bars and structural steel, strength 28-33 tons/sq. in., elongation 20% min., yield stress 15-25 tons/sq. in; $525,000; fas plus freight per l.t. Ref. No. OSB/ICA/107/5. Muslim Rolling Mills Ltd., 4th Floor Saifee Dev. Chambers, Bunder Rd., Denso Hall, Karachi. Cable: TEEBAR.

■ Tinplates, prime coke, coating 1.25 lb., base weight 107/108 lb., 18¾"x28", 20"x30", 30 G, $131,500. Tinplates, prime electrolytic, coating 0.75 lb., base weight 107/108 lb., 18¾"x28", 20"x30", 30 G, $131,500. Usual packing. Ref. No. OSB/ICA/107/6. Pig iron, foundry grade III, $142,000. Ref. No. OSB/ICA/107/7. C&f. Prices per l.t., fob/fas cost and freight indicated separately, 100% U.S. flag vessels. Pakistan Iron & Steel Syndicate Ltd., Mchinch Rd., Off Wood St., P.O. Box 4353, Karachi. Cable: STEELBEAMS.

To be financed by a loan not yet authorized. Mercantile Bank Ltd., P.O. Box 4661, Karachi 2. U.S. source. Quotation date March 15. Tinplate subject to GSA Defense Materials Service procedure. SBC-84.

■ Crown cork tinplate waste waste, 18"x24" and larger, 103 lb. base weight and lighter; and/or electrolytic tinplate, prime, U.A., 0.50 lb. coating, one side matte, other gold lacquer, 21"x30", 103 lb. base weight; and/or same, except one-color printing one side, golden lacquered other; and/or same, except two-color printing one side, golden lacquered other, $63,000. Ref. No. IMP/2433. S. Mohammad & Co., E. 12, S.I.T.E., Karachi 16.

■ Crown cork tinplate waste waste, 18"x24" and larger, 103 lb. base weight and lighter; and/or electrolytic tinplate, prime, U/A, 0.50 lb. coating, matte one side, gold lacquered other, 21"x30", 103 lb. base weight; and/or same, except one-color printing one side, gold lacquered other; and/or same, except two-color printing one side, gold lacquered other, $63,000. Ref. No. IMP/2434. International Metal-Craft, S.I.T.E., Karachi.

■ Crown cork tinplate waste waste, 18"x24" and larger, 103 lb. base weight and lighter; and/or electrolytic tinplate, prime, U/A, 0.50 lb. coating, matte one side, other side gold lacquered, 21"x30", 103 lb. base weight; and/or same, except one-color printing one side, other side gold lacquered; and/or same, except, two-color printing one side, other side gold lacquered, $63,000. Ref. No. IMP/2435. Crown Cork Industries, Plot E. 12, S.I.T.E., Karachi.

To be financed by a loan not yet authorized. The Bank of Tokyo, Ltd., Qamar House, Bunder Rd., Karachi. U.S. source. Quotation date March 15. 100% U.S. flag vessels. Prices per l.t., c&f Karachi, freight rate indicated separately. Cable: TUBECORK, Karachi. Tinplate subject to GSA Defense Materials Service procedure. SBC-83.

■ Pig iron, analysis Si 3.0/3.5%, Mn .6/1.0%, Ph .7/1.0%, Su .05% max., C 3.0/4.0%, $21,000, c&f Karachi. United Bank Ltd., P.O. Box 260, Lahore. 100% U.S. flag vessel. Ref. No. ZAS/1853. Teepu Industries, Samundri Rd., Lyallpur. Cable: TEEPU, Lyallpur.

■ Electrolytic tinplate, bright finished, medium temper, 0.25 coating, 30 gauge, 107/108 lb. base weight, 20"x28" and larger. $42 000. United Bank Ltd., P.O. Box 60, Rawalpindi City. 100% U.S. flag vessel. Ref. No. FE/OSB/103. Fiaco, U-1453, Raja Bazar, Rawalpindi.

■ Mild steel billets, 100% prime quality in rolled condition suitable for re-rolling, to SAE 1010, 1020, 1025, or 1030; 2"x2" and/or 2½" x2½", 3"x3", 3½"x3½"; heat marks die stamped, one end of billets to be properly marked with paint, $52,500. United Bank Ltd., P.O. Box 52, Multan, W. Ref. No. FE/460. Siddiqi Steel Re-Rolling Mills, 80-A Gulgasht Colony, Multan.

■ Mild steel billets, prime, re-rolling quality, to SAE 1010 and/or 1020, elongation 20%, tensile strength 28/33 min., length 18/24 ft. with 10% shorts permitted down to 10 ft., sizes 2"x2" and/or 3"x3"; billets heat marked, works test certificate to be furnished with shipping documents; $525,000; fas/c&f. Habib Bank Ltd., Laldighi E., Chittagong. Ref. No. SNHB/3793. Pak Steel Structurals & Foundry Ltd., 357, Korbaniganji, Chittagong. Cable: PAKFAULAD, Chittagong.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 15. Tinplate subject to GSA Defense Materials Service procedure. SBC-83.

■ Tinplates and strips; various sizes, gauges, qualities; $42,000; c&f Chittagong. Ref. No. OSB/LCA/107/2. Pakistan Auction Mart, Sadarghat Rd., Chittagong E. To be financed by a loan not yet authorized. Mercantile Bank Ltd., P.O. Box 119, Strand Rd. U.S. source. Quotation date March 15. Subject to GSA Defense Materials Service procedure. SBC-84.

■ Hot rolled steel strip for electric resistant welded pipes BSS-1387, class B, American standard A120-54; skelp requirements, I.D. 1½", untrimmed width 157 mm., thickness 3.25 mm.; tolerances for width mm. +3, —0; tolerances for thickness mm. ±0.25. 600 Tons. Ref. No. R/613. Adamjee Jute Mills, Ltd., Adamjee Court, Dacca.

■ Hot rolled steel strip for electric resistant welded pipes BSS-1387, class B, American standard A120-54; skelp requirements, I.D. 1½", untrimmed width 157 mm., thickness 3.25 mm.; tolerances for width mm. +3, —0; tolerances for thickness mm. ±0.25. 600 Tons. Ref. No. R/612. Pakistan Commodities. Ltd., Adamjee Court, Dacca.

To be financed by a loan not yet authorized. The Muslim Commercial Bank Ltd., Ramna, Dacca 2. 100% U.S. flag vessel. Usual commercial packing; goods must be strictly according to technical specifications indicated. U.S. source. Quotation date March 15. SBC-83.

Hot rolled strips. Direct purchase and agency. Model Steel Mills Ltd., (manufacturers), 5-B Riaz Bldg., Shahalam Market, Lahore. WTD 1/31/64.

■ G.P. sheets, primes, 1.25 oz. coating, size 8x3', BG 16-30, to ASTM-A-93-58T; or, galvanized corrugated sheets, primes, 1.25 oz. coating, 8x3', BG 24 & 26, to SAE 1010; or, mild steel sheets, cold rolled, close annealed, 8x3', BG 14 to 30, to ASTM 366-58T; or, mild steel plates, 8x4', thickness ⅛ to 1½", to ASTM 415-58T; $17,000; c&f Karachi per long ton, packed in bare bundles, unwrapped, in seaworthy skids. Shipment required from U.S. in April. Purchase is contemplated to be financed by a loan not yet authorized. U.S. source. Quotation date March 19. Import License No. 344923. African General Agency, 88, PMA Bldg., Nicol Rd., P.O. Box No. 4291, Karachi 2. SBC-95.

■ Mild steel billets, 2x2, 2½x2½", 18 to 22 ft. length, conforming to SAE 1020/1025, tensile strength, 28 to 33 ton per sq. in., 1 ton minimum yield, 15:25 ton per sq. in., 2240 lb., min. elongation, 20% on standard test piece, approx. $105.000. 100% U.S. Flag vessel. Ref. No. MT/ICA/OSB/3149. Yusuf Re-Rolling Mills, B/13, S.I.T.E., Manghopir Rd., Karachi 16. Quotation date March 15. The Muslim Commercial Bank, Ltd., Merewether Tower, Bunder Rd., Karachi 2. To be financed by a loan not yet authorized. U.S. source. SBC-100.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz. 24 BG, 3x8', 26 BG, 3x8', 30 BG, 3x8', approx. $10,500. Quotation date March 18. Identical orders for each of the following buyers: Mohd Aslam Abdur Rahman, 107 Grain Market, Badami Bagh, Lahore, IL No. 355663; New Imperial Traders, 57 Ahata Mian Sultan, Landa Bazar, Lahore, IL No. 368385; Ittehad Trunk Material Store, O/S Sarai Sultan, Landa Bazar, Lahore, IL No. 361963; Muhammad Yunus Butt, O/S Sarai Sultan, Landa Bazar, Lahore, IL No. 361964; Fazal Karim, O/S Sarai Sultan, Landa Bazar, Lahore, IL No. 361971; Sh. Ghulam Mustafa & Sons, 308 Landa Bazar, Lahore, IL No. 365868; Sardar Mohd. Sharif, O/S Sarai Sultan, Landa Bazar, Lahore, IL No. 361961.

■ Cold rolled steel sheets CRCA, commercial quality, pickled and oiled, annealed, in waterproof paper lined metal containers of about, but not exceeding 6,000 lb., to ASTM A-366-58T specifications, 3x8', 20, 22, 24, 26, 28 BG; approx. $10,500. IL No. 361954. Quotation date March 18. Sh. Muhammad Ilyas. 145/146 Loha Market, Landa Bazar, Lahore. To be financed by a loan not yet authorized. U.S. source. SBC-100.

■ M.S. sheets, 8x3' or 6x3', 16, 18, 20, 24, 26, 28, 30, 22 BG; M.S. plates, ⅛", 3/16", ¼", 5/16", ⅜", ⅝", 7/32, 7/16, ½, 5/32" thickness, size 8x3', 8x4', 5x10'; G.P. sheets, galvanized plain, commercial quality, 1.25 oz. coating per sq. ft., 8'x3', gauges 16, 18, 20, 22, 24, 26, 28, 30 GB. To AISI 302-304, 430 2B finish, deep drawing quality, suitable for food and chemical industries, stainless steel sheets, annealed, pickled and oiled, size 8x3', 8x4', 10x4'; gauges 18, 20, 22, 24, 26. 100% U.S. flag vessel. Approx. $105,000. Subject to GSA Defense Materials Services procedure. Import license No. 367785. M.S. sheets, 8x3' or 6x3', 16, 18, 20, 22, 24, 26, 28, 30 BG.; M.S. plates, prime ASTMA 245, 283, 8x3', 8x4', 10x5', thickness ⅛, 3/16, ¼, 5/16, ⅜, 7/32, 5/8, 7/16, 5/32, ½"; approx. $50,400. 100% U.S. flag vessel. IL No. 364063. Quotation date March 18. Machine Tools Manufacturers Factory, Multan Rd., Lahore, West. Cable: SPRAYERS, Lahore.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft., size 8x3', 16, 18, 20, 22, 24, 26, 28, 30 BG; M.S. sheets, 8x3' or 6x3', 16, 18, 20, 22, 24, 26, 28, 30 BG; approx. $37,800. 100% flag vessel. IL No. 364863. M. Ahmad Din & Bros., 7 Hospital Rd., Lahore. Cable: IRONSTEEL, Lahore. SBC-100. To be financed by a loan not yet authorized. U.S. source.

■ M.S. billets, 2", 2¼", 2½", 2¾", 3", 3¼"; in standard lengths with max. 10% shorts down to 2½ meters; to ASTM; $525,000. Sultan Mowjee Steel Industries Ltd., Dost Bldg., M. A. Jinnah Rd., Chittagong. Cable: CASTINGS, Chittagong. Ref. No. FE/LC/OSB/4221-OSB/9/B. National Bank of Pakistan, P.A.-B.X., 4301-2, Manager: 5051, Chittagong.

■ M.S. billets, standard quality, prime, 2"x2", lengths 18 ft. or above; heat marks die stamped, accompanied by works test certificate; $105,000. Samarah Industries, Badami Bagh, Lahore. Cable: same. 100% U.S. flag

vessels. Bank: American Express Co., Inc., Oriental Bldg., McLeod Rd., P.O. Box 4847, Karachi. Cable: AMEXCO.

■ Pig iron; analysis, Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05% max., C 3.0/4.0%; $32,000. Imperial Foundry & Workshop, 82 Railway Rd., Lahore. Cable: FOUNDRY, Lahore. Ref. No. FE/OSB; c&f Karachi. The Australasia Bank Ltd., Foreign Exchange Br., The Mall, Lahore.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 15. SBC-99.

■ M.S. billets, to SAE 1025/1030, standard length 18 ft. and up, 2", 2½", 3" square, heat marks die stamped, accompanied by works test certificate. Prices per l.t., c&f Karachi. Foundry pig iron, grade I; approx. 525 tons. Ref. No. 124/OSB/64, OSB-46-546. Messrs. General Iron & Steel Works Ltd., D/22 S.I.T.E., Manghopir Rd., Karachi.

■ Electrolytic tinplate, coating 0.75, B.W. 107 lb., USG 30; 18¾"x28", 20"x30"; $105,000. Subject to GSA Defense Materials Service procedure. Ref. No. OSB-45-545. Sind Metal Containers Ltd., S.I.T.E., Hyderabad, W.

■ M.S. billets, prime, SAE 1020 and/or 1025, 2"x2" and/or 2½"x2½", length 18 ft. and/or up, with shorts 10% down to 10 ft; $252,000. Foundry pig iron; Si 3.26/3.5%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su .05%; $42,000; fas, c&f. Ref. No. OSB 50-550. Khairpur Industries Ltd., 211/5 Industrial Town, Khirpur Mirs.

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. Ref. ICA/OSB/BKS. U.S. source. Quotation date March 15. SBC-99.

■ Pig iron, to ASTM-A43-55T, foundry grade; analysis, C 3-4.5%, Su .05% max., Ph 0.5% max., Mn 1.25%, Si 3.01-3.25%. $105,000. 100% U.S. flag vessel. Ref. No. FE/LC/OSB/18/2671. Lion Industries & Re-Rolling Mills, Near New Power House, Badami Bagh, Lahore, W.

■ Steel billets, 2", 2½" square, prime, length 18 ft. and above, to ASTM A273-58T/AISI-C1020, suitable for rerolling bars and sections; $105,000. 100% U.S. flag vessel. Ref No. FE/LC/OSB/18/2671. Premier Pipe Machinery Store, P.O. Box 108, Brandreth Rd., Lahore 7, W.

■ Pig iron, foundry grade I; analysis, Si 3.01-3.25%, Ph 0.5% max., Su .05% max., Mn 1.25% max., C 3.00-4.50%; $21,000. 100% U.S. flag. Ref. No. FE/LC/OSB/19/2672. Syed A & M Wazir Ali, 56 The Mall, Lahore. Cable: SYED, Lahore.

■ Pig iron; analysis, C 3.5-4.2%, Si 2.5-3.0%, Mn 0.6-0.9%, Ph 0.4% max., Su 0.04% max., approx. $105,000. M.S. billets, 2", 2½", 3", 4", 5", 6" square, usual lengths, for rerolling purpose; tensile strength 28/32 T.P.S.I.; SAE 1010, 1020, 1025 U.S. grade or similar; $105,000. Ref. No. FE/LC/OSB/19/2672. fas per l.t., freight rate to Karachi. Ittefaq Cold Storage & Ice Factory, 29 Noor St., 90 Railway Rd., Lahore. Cable: ITTEFAQCO, Lahore.

■ Low carbon pig iron, C up to 2.8%, Si up to .5-1.2%, Mn up to .7-1.3%, Ph up to .1-.15%, S up to .05%; malleable pig iron, C approx. .4%, Si 2.01-2.25%, Mn 1.00-1.25%, Ph .25% max., Su .05% max.; basic pig iron, C 3.5/3.7%, Si 2.0-2.5%, Su .05%, Ph .25%, Mn 1.0/1.5%, $126.000. M.S. billets, to BSS-15, equivalent to SAE 1020, 1025, 1030, 1040 or 1041, prime quality, tensile strength 28/32, min. elongation 20%, lengths 10-18 ft., cut ends; heat marks die stamped, accompanied by works test certificate: 2", 2½", 3", 3½", 4", 4½", 5" sq.; 6"x5", 5¼", 5½", 5¾", 6"; approx. 20,000 l.t. Bright cold rolled strip, close annealed, mild Siemens Martin steel, various sizes 2,775 meters. Carbon spring steel rolled strip, pinch pass quality, mild Siemens Martin steel, various sizes, large quantities; bright, cold rolled strip, sheared edges, quarter hard quality, mild Siemens Martin, 80 mm wide, 0.9 mm thick, 306,800 kgs. Bright cold rolled strip, hard quality, mild Thomas, good surface smoothness; 46 mm wide, 1.24 mm thick, 520 kgs.; 50 mm x 1.24 mm, 780 kgs.; 64 mm x 1.65 mm, 2,080 kgs.; 70 mm x 2 mm, 14,560 kgs. Bright cold rolled strip, quarter hard, mild Thomas, good surface smoothness, sheared edges, 90 mm wide, 0.6 mm thick; 136.240 kgs. Bright cold rolled strip, half hard quality, mild Siemens Martin; 12,350 kgs. Bright cold rolled strip, hard quality, mild Thomas, good surface smoothness, 80 mm wide, 5 mm thick; 14,040 kgs. Silicon-manganese spring steel strip for oil hardening and comparing, C .05%/.60%, Mn .07-.1%, Si 1.7/2%, various sizes, 2,775 meters. Carbon spring steel for oil hardening and tempering, suitable for laminating, C .60/.85%, Mn .55/.75%, 6 mm x 31 mm, 1,000 meters. Spring steel strips, C .75/.85%, 1 mm thick, 45 mm wide, 2,150 meters. Steel strips, hardened and tempered, JIS-G-4401-SK5 or equivalent American specification, 11 mm x 34 SWG; 64,000 meters. Mild steel strip, random lengths, 28 G x 35 mm wide; 200 meters. Steel strip for binding of packages, hard quality, half hard or soft quality, 25 mm x 24 G, in coils with sheared edge; 50 tons. The Batala Engineering Co. (Pakistan) Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore. Ref. No. FE/LC/OSB/20/2673.★

To be financed by a loan not yet authorized. National Bank of Pakistan, Local Office, Lahore. U.S. source. Quotation date March 15. SBC-99.

■ M.s. billets, 2"-4" square, length 18-20 ft., with 10% shorts down to 10 ft., to SAE 1020, 1025, 1030; heat marked die stamped; approx. 10,000 tons. A. Ismailjee & Sons, Ltd., P.O. Box 39, Adamjee St., Rawalpindi. Cable: GUNS, Rawalpindi, W. Ref. FEX/1319. National Bank of Pakistan, Rawalpindi Cantt.

■ Pig iron; analysis, Si 3/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05% max., C 3/4.0%, $21,000; c&f Karachi, per l.t. M/s. Shafiq Industries, City Saddar Rd., Rawalpindi, W. Ref. FEX/BR-1354. National Bank of Pakistan, Rawalpindi Cantt.

■ Pig iron, foundry grade, machine cast; analysis, C 3.50-4.25%, High Si 2.50-3.50%, Mn 0.60-0.90%, Ph 0.40% max., Su 0.04% max., $21,000; c&f Karachi; fas. 100% U.S. flag vessel. Messrs. Ally Bros. & Co. (Pakistan) Ltd., 63 The Mall, P.O. Box 461, Lahore. Cable: STOCKISTS, Lahore-Pakistan. Ref. No. FE/7073. United Bank Ltd., Head Office, P.O. Box 579, 65 The Mall, Lahore.

■ Pig iron, to ASTM-A-43 55T, foundry low phosphorus grade FL-17; Si 3.01/3.25, Su 0.05, Ph 0.31/0.50, Mn 1.01/1.25, for foundry iron casting; loose packing; $21,000. Ref. No. OSB/4. Mild steel billets, 2"x2", 2½"x2½", prime quality, length 18 ft. and above, to ASTM-A273-58T/AISI-C1020, suitable for rerolling to bars and sections, tensile stress 28/33 tons per sq. in.; min. yield stress, 15.25 tons per sq. in.; minimum elongation 20% on standard test piece having gauge equal to 8 times the dia.; loose packing; $21,000. Ref. No. OSB/5. M/s Bosco Engineering Co., 44/1 Ramkrishna Mission Rd., Dacca. Bank: Standard Ltd., 94 Moghaltoly, Dacca Br., E.

■ M.s. billets, rerolling quality, carbon content max. 0.30%, standard lengths 18'-38', 2", 2¼", 2½", 3", 3¼", 3½" square; loose packing; prices per l.t., c&f Chittagong, freight indicated separately, 100% U.S. flag vessel; approx. $1,458,300. H. Akberali & Co., Ltd., 680/A, Jubilee Rd., Chittagong, E. Cable: AMRELIWALA, Chittagong, E. Ref. No. FE/LC/OSB/4231. National Bank of Pakistan, P.A.B.X. 4301-2, Manager 5051, Chittagong.

■ Pig iron, machine cast, foundry grade, cast slabs of about 32 lb. each; C 3-4%, Si 2.75-3.25%, Mn 1.00-1.50%, Ph 0.40% max., Su 0.035% max.; $168,000. New Era Metal Industries Ltd., Dost Bldg., M.A. Jinnah Rd. Cable: CASTINGS, Chittagong. Ref. No. FE/LC/OSB/4232. National Bank of Pakistan, P.A.B.X. P.A.B.X. 4301-2, Manager 5051, Chittagong.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 15. SBC-99.

■ **TURKEY**—Electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80/107 lb. U/A hot dipped tin plate 1.25 lb. coating, 18¾x28, 20x30; electrolytic tinplate cobbles, not assorted to size or base weight, 10x10 and/or 18x24 and larger, 107 lb. and lighter, $7.000. Subject to GSA Defense Materials Services procedure. Bohor Roben Kandiyoti, Eminonu Kantarcilar Kozluca Han 7/B, Istanbul. Loan No. 277-H-043. U.S. source. Quotation date March 16. SBC-88.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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332 Iron, Steel Foundries

● **IRAQ**—Cast iron pipe fittings, 61 pieces. Bid deadline March 12. Tender No. 1/64. The inviting agency is the Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-3601).

333 Primary Smelting, Refining of Nonferrous Metals

JAPAN—Copper concentrates—up to 1,000 m.t. a month, direct purchase and distribution. Kinsey Trading Co., Ltd. (Kinsey Shoji K.K.) (exporter, importer), Sengoku Bldg., 25 Shiba Tamura-cho, Minato-ku, Tokyo. WTD 10/18/62.

■ **TURKEY**—ASTM-B 6-58 special high grade or high grade zinc, $75,000. Import license No. 2847. Rabak Elektronlitik Bakir ve Mamulleri A.S. Topagaclar Cad. No. 37 Kagithane, Istanbul. Cable: RABAKAS, Istanbul. Loan No. 277-H-043. U.S. source. Quotation date March 16. SBC-88.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Lead sheets, 30'x7' lb. sq. ft., 2¼ tons. Tender No. 2/05/63-64 (G), bid deadline March 23. People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WOrth 7-5624).

● **IRAN**—Supply of protodur type NYY underground cable of various sizes (8,205 yd.); armored oiled underground cable of various sizes (2,188 yd.). Bid deadline May 2. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-2162).

● **IRAQ**—Plumber's solder, grade H, 2240 lb., supplied in 1-lb. bars. Tender No. 29/64, bid deadline March 19. Iraq Ports, Administration, Basra.★ (Telephone: 202-WOrth 7-5624).

● **TAIWAN**—Zinc plates, 1000 pcs., for cathodic protection with rubber sheet, built-in core, 99.99%, 25x150x300 mm with two oval holes. Tender No. GFA 17806K, bid deadline March 12. Purchasing Dept., Central Trust of China, 49, Wu Chang Ju, Sec. 1, Taipei.★ (Telephone: 202-WO 7-5624).

342 Cutlery, Hand Tools, General Hardware

FRANCE—Small household utensils; gadgets of a novelty character. Paridoc (importer of food products), 52 rue de Clichy, Paris 9e. WTD 10/22/62.

Hand tools. Societe COFIBA—Comptoir des Fournitures pour l'Industrie, Le Batiment & L'Agriculture (importer, dealer), 10 rue Lacharriere, Paris 11e. WTD 10/1/62.

343 Heating Apparatus, Plumbing Fixtures

ENGLAND—Hydronic and warm-air central heating equipment. B.S.A. Harford Pumps Ltd., (manufacturer, exporter, importer, wholesaler), Northside House, Mount Pleasant, Barnet, Cockfosters, Hertfordshire. WTD 1/29/64.

ITALY—Steel radiators for central heating systems. Salvatore Lo Presti, 21 Piazzale Matteotti, Fabriano (Ancona).

344 Fabricated Structural Metal Products

● **BURMA**—Four sets of 16′x8′, two sets of 12′x12′x8′, and four sets of 8′x8′x8′ pressed steel tanks with 4′ square external flange plates of ¼″ and 3/16″ thick, cleats, stays, internal access ladders, curved angle bearers ¼″ thick, M.S. plate cover and gobles, 18″ dia. hinged cover manhole, and jointing compound. Tender No. 1/05/63-64(G), bid deadline March 23. Peoples Stores Corp., St. John's Rd., Rangoon★ (Telephone: 202-WO 7-4242).

FRANCE—Heat transfer equipment and furnaces. Direct purchase and agency. Societe d'Exploitation de Produits Industriels (manufacturer of industrial equipment), 2/4 rue de Londres, Paris 9e.

■ **INDIA**—Solid forge rolled plain rectangular section hoops with machining allowance to produced finished dimensions to BSS 3037 Pt 1-1958, oil hardened and tempered to Brinell hardness 248/285. Various number of pieces and part Nos. Ref. No. DC/217/BDL/285. IL No. P/RM/000347/R/DL/18/S/D/17/45/830. Loan No. 386-H-082. U.S. source. Quotation date March 9. Jessop & Co., Ltd., 63 Netaji Subhas Rd., Calcutta 1. SBC-90.★

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■ Condenser tubes, aluminum brass, seamless, solid drawn, full length annealed with plain square cut ends. Specifications BS 1464/1957, alloy Symbol CZ110, size ¾″ OD x 16 ISWG, min. wall thickness x 16 ft. lengths, 3,700 pcs. Packed in untreated strong wooden cases, lined with reinforced water proof paper and secured with tension steel bonds. Manufacturer's test and analysis report to be furnished free of cost; cif Bombay, fob price and freight separately, 60% U.S. flag, 40% Indian flag vessel. Ref. No. 51(258)/63-082-Aid.III. IL No. PAU/1227219/C. Loan No. 386-H-082. U.S. source. Quotation date March 16. M/s Burmah-Shell Refineries Ltd., Post Box No. 1725, Bombay 1, BR. Cable: BESREFIN, Bombay. SBC-98.

349 Fabricated Metal Products

See also SPECIAL TRADE LEADS on page 29.

ENGLAND—Engineering equipment for general engineering, oil and chemical industries, such as heat exchangers, refining heaters, lined pipes, valves, vessels. Agency and direct purchase. George Meller Ltd., 71 Baker St., London, W.1. WTD 1/28/64.

MALAYSIA—Aluminum sheets for building construction. Soon Seng Co. (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

351 Engines, Turbines

FRANCE—Steam generators and all types of steam producing devices. Direct purchase and agency. Comptoir Francais D'Appareils A. Vapeur—C.O.F.R.A.P. (manufacturer, wholesaler, exporter), 19 Bld. Haussmann, Paris 9e.

Remote controls for outboard motors. Moteurs Goiot (manufacturer, exporter), 28 rue du Frere Louis, Nantes (Loire Inferieure). WTD 1/16/63.

ITALY—Outboard diesels of 150-200 HP for use on normal or dump-bottom barges or scows. Direct purchase and agency. Cave di Sistiana SpA. (quarrying firm), Piazza Unita d'Italia 7, Trieste. WTD 2/7/64.

352 Farm Machinery

FRANCE—Garden tools and equipment, horticulture implements, motor driven lawn mowers, sprayers. Direct purchase and agency. Paris Geneve (manufacturer), 49 Bld. Richard-Lenoir, Paris 11eme.

Agricultural equipment: power mowers, pest control equipment, other machines. Direct purchase and agency. Agrarbor (importer, dealer), 35 rue de Dantzig, Paris 15e.

GREECE—Transportation equipment and supplies for mines (railways, underground and surface). Importer-sales agent-exporter requests replies from manufacturers and exporters. Direct purchase and agency. "Nicholas J. Coroneos"—M. A. Harbalaki, 44 Piraeus St., Moschaton, Athens. WTD 1/23/64.

● **INDIA**—Two heavy duty grabs (clamshells). Copy of tender documents may be obtained from: Deputy Chief Accounts Officer (Engineering), Madras Port Trust Office, Madras, on payment of 5 rupees. On submission of a bid covering the tender, earnest money in the amount of 900 rupees is required.

● **IRAN**—Fork lift trucks, 10, cargo capacity 1,500 kg., electric battery powered. Bid deadline April 16. Ministry of Finance, Sugar Administration, Tehran.★ (Telephone: 202-WO 7-5589).

● **IRAQ**—Three 8-10 ton tandem road rollers: Working weights, without ballast 8 tons, with ballast 10 tons. Rolls, welded construction. wear resisting steel, opening for ballast on both sides. Engine, diesel with electrical starter—30-50 hp. Hydraulic steering controlled by left and right levers. Speed should be not less than three forward speed and three reverse speed. Clutch, multiple disc. Attachments: water sprinkling device with not less than 100 gal. tank; scraper for each roll; complete lighting system. Two 1-2 ton tandem road rollers: Working weight should be ½ tons. Rolls, welded construction, wear resisting steel. Engine, Diesel with electrical starter—8-16 hp. Hydraulic steering. Speed should be not less than two forward speed and two reverse speed. Attachments: Water sprinkling device with a suitable tank; scraper for each roll; complete lighting system. Terms and specifications may be obtained from: Secretariat of the Amana Council, Amanat al-Asima, Baghdad. Notice No. 11. Bid deadline March 29. Specifications $28 per copy plus 25¢ for Air Mail.

● One mobile gravel crushing plant with sizing devices and suitable feeder. Type: Gyrasphere type crusher. Capacity: not less than 25 ton/hr. of gravel. Sizing devices: from sand to ¾inch. Engine: diesel with direct electric starter. One mobile stone and brick crushing plant with sizing devices and suitable feeder. Type: Gyrasphere type crusher. Capacity: not less than 25 ton/hr. of stone or brick. Sizing devices: from 1 to 6 inches. Engine: diesel with direct electric starter. Two mobile concrete mixers. Engine: diesel. Capacity. Capacity of drum should be ½ cu. meter; water tank should be not less than 10 gallons. Twenty 3″x 3″ selfpriming centrifugal gasoline pumps. Mobile type with suitable length of hose. Notice No. 8. Terms and specifications may be obtained from: Secretariat of the Amana Council, Amanat al-Asima, Baghdad, against payment of $16.80 per copy plus 25¢ for Air Mail. Bid deadline March 29.

● Electric crane, 6, travelling, working load 3 tons, portal jib type fitted with balanced level lubbing gear with separate motor for the hoisting, slowing, luffing, travelling motions. Tender No. 5/64, bid deadline April 30. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

ISRAEL—Spare parts and implements for agricultural machinery. Importer, agent requests offers from manufacturers to establish business connections. Direct purchase and agency. Power Transmission Equipment Ltd., 12a Barzilai St., P.O. Box 2049, Tel Aviv. WTD 2/5/64.

ITALY—Snow blowers, snow scrapers; any other hand, electric, gas powered devices to remove snow and ice; only medium and small sizes desired. Direct purchase and agency. Naef Brothers (importer, exporter), 15 Largo Duomo, Palazzo S. Francesco (P.O. Box 173), Leghorn. WTD 10/31/62.

353 Construction Machinery

See also SPECIAL TRADE LEADS on page 29.

■ **PAKISTAN**—Lifts (elevators) passenger, 1800, 1000 lb. load, with speeds of 300 f.p.m., 135 f.p.m., 6 stops, 6 openings, 3 stops, 3 openings, 400 volts, 3 phase, 50 cycles, steel car enclosure suitably finished, automatic, etc. Import License No. 344543. Loan No. 391-H-066. U.S. source. Quotation date March 19. National Bank of Pakistan, Head Office, Karachi. SBC-95.★

● **TAIWAN**—Forklift truck, 3, capacity 2,000 lb., lift height 130″-132″, gasoline engine powered. Tender No. GFC-17547(H)-2, bid deadline March 17. Purchasing Dept., Central Trust of China, 49, Sec. 1 Wu Chang St., Taipei.★ (Telephone: 202-WO 7-5589).

● **UAR**—Two cranes with spare parts and necessary tools. Bid deadline March 14. The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha St., Gar-

den City, Cairo.★ (Telephone: 202-WO 7-4317).

354 Metalworking Machinery

See also SPECIAL TRADE LEADS on page 29.

FRANCE—Portable electric tools. Societe Cofiba—Comptoir des Fournitures pour l'Industrie, Le Batiment & L'Agriculture (importer, dealer), 10 rue Lacharriere, Paris 11e. WTD 10/1/62.

GREECE—Foundry machinery and equipment in general. Importer-sales agent-exporter requests replies from manufacturers and exporters. Dirct purchase and agency. "Nicholas J. Coroneos"—M. A. Harhalaki, 44 Piraeus St., Moschaton, Athens. WTD 1/23/64.

■ **INDIA**—Pull type horizontal or vertical broaching machine, complete with motor. Ref. No. IC/L-3. Loan No. 386-A-032 (AID Loan No. 157). U.S. source. Quotation date March 12, cif Calcutta, showing freight and insurance separately. Orient General Industries, Ltd., 111/1, Barrackpore Trunk Rd., Calcutta 35. Cable: DYNAMOTOR, Calcutta 35. Single copies of detailed specifications, blueprints may be obtained from the Office of Small Business, AID, Rm. 2120, Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C. 20523. SBC-89.★

● **IRAN**—Six items, airport equipment, including mobile ramp for passengers, trailer for the cabin cleaning equipment of aircraft, conveyor belt for loading and unloading cargo, ground power unit for supply of power to jet aircraft, turbine compressors for starting of jet engines, baggage trailers. Tender no. 7146, bid deadline open. Foreign Transactions Co., 10 Alborz St., Shah Reza Ave., Tehran.★ (Telephone—202-WO 7-3294).

JAPAN—Embossing machines, plates, die stamping machines. Iwai Trading Co., Ltd. (Iwai Tsusho K.K.), No. 1 Sannen-cho, Chiyoda-ku, Tokyo.

PAKISTAN—Machine tools and spares for workshop. Direct purchase and agency. Model Steel Mills Ltd., (manufacturers), 5-B Riaz Bldg., Shahalam Market, Lahore. WTD 1/31/64.

One universal milling machine; one radial drilling machine. A copy of the specifications for the specific type machines desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674. Walsun Optical Manufacturing Co., (manufacturer, exporter, wholesaler), Elphinstone St., Saddar, Karachi.

SWITZERLAND—Automatic car-wash unit; requests price terms. Uhler & Cie. (agent), Postfach Zurich 23.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 29.

BELGIUM—Dairy, milk plant equipment, machinery. C. De Vlieghere-de Poorter 1/3 Melkmarktstraat, Izegem. WTD 7/29/63.

CEYLON—Warp knitting machines; requests replies from manufacturers only. Jafferjee Brothers (importing distributor, manufacturer), Import Dept., P.O. Box 1199, Colombo. WTD 8/3/62.

DENMARK—Importer desires marking, ticketing equipment; retail, super-market packaging equipment; source of vinyl shrink film, tubing for packaging. Simpack A/S, Lemchesvej 16, Hellerup. I.R. 175.

Packaging machinery manufacturers, particularly filling-type machines, machines using film sought by agents wishing to represent them. Also wishes to be agent for cellophane packaging materials, other films. A/S Fr. Lumbye, Rendebanen 5, Kolding. I.R. 91.

Packaging machinery which can saran-wrap bread, with tolerance of ½" plus or minus, desired by manufacturer of food mixing machinery. A/S Effort Maskinfabrik, Gladsaxevej 342-354, Soborg (Copenhagen). I.R. 126.

Graphic, business machines, packaging machinery both corrugated case, film desired from U.S. manufacturers by Danish importer. Adolph Wulff A/S, Industrihuset, Gothersgade 12-14, Copenhagen K. WTD 1/31/62 I.R. 9.

Dairy industry machinery manufacturers who would like to be represented by Danish manufacturer-wholesaler, please contact. Also seeks assistance from advertising agencies for marketing, packaging guidance. J. Hansen, Pauls Plads 12, Aarhus C. Denmark. I.R. 67.

Packaging machinery sources sought by manufacturer. J. C. Hempels Handelshus & Fabriker, Peder Skramsgade 1, Copenhagen K. WTD 4/10/62 I.R. 130.★

Industrial machinery suitable for military supplies, industrial, chemical processing equipment lines from U.S. suppliers desired by manufacturer of wide contacts. Aage Christensen A/S. Studiestraede 63, Copenhagen. WTD 8/19/60 I.R. 152.

Printing, graphic arts equipment, including automated controls for printing (advanced); electronic graphic arts reproduction systems; automated lumber, chipboard finishing equipment sought by importer directly from producers. A/S F.L. Bie, Valdemarsgade 14, Copenhagen V. I.R. 128.★

Plastics machinery, packaging machines desired by excellent firm wishing representation of firm supplying above. Scandibutor A/S, Overgaden oven Vandet 10, Copenhagen K. WTD 2/12/62 I.R. 168.

FRANCE—Machines, equipment for textile industry; requests replies in French. S.A. Pierre Dubly (manufacturer), 8 rue du Pays, Roubaix (Nord).

Offset-printing equipment. Dactylos (manufacturer of office machines), 9 rue de Chateaudun, Paris.

Plastic processing equipment. Ets Laroche Freres (manufacturer of packing machinery), 46 rue des Marais, Paris 10e. WTD 9/11/62.

Photogravure, line-engraving machines and equipment; requests replies in French. Direct purchase and agency. Les Procedes Dorel (importer, wholesaler of reproducing machines and equipment), 45 rue de Tocqueville, Paris 17e.

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■ **INDIA**—Original Rockwell hardness testing machines, 8; cutter grinders, capacity up to ⅝" shank, 2 Nos. Long list of spare parts. Ref. No. 63(345)/63-Aid. I. IL No. EI/GL/MTC/200/217/363; EI/GL/MTC/201/217/363. Loan No. 386-A-055. (AID loan No. 217). U.S. source. Quotation date March 18. Francis Klein & Co., Pvt., Ltd., 1, India Exchange Place, Calcutta 1. Cable: CHEMOKLEIN, Calcutta. SBC-91.★

● **IRAN**—Printing press, 1, rotary type capable of printing 4-color postage stamps. Press should also print on gummed paper, cardboard and have a perforating attachment. Bid deadline April 25. Sazemane Mostaghle Tchapkhaneh Dowlati Iran, Ave. Dr. Eghdal, Tehran. Specifications in German.★ (Telephone: 202-WO 7-5589).

ITALY—Complete unit for the production of scotch tape. Salvatore Lo Presti, 21 Piazzale Matteotti, Fabriano (Ancona).

Special and newly developed textile machinery. Per. Gi. Import (agent), 52 Via Trento, Biella (Vercelli Prov.).

JAPAN—Special machines for gilding gold letters, marks; machines for punching out paper board coasters; letter printing press, variable reel fed, high speed. Machine for printing gold edges on greeting cards. Direct purchase and distribution. Iwai Trading Co., Ltd. (Iwai Tsusho K.K.), No. 1 Sannen-cho, Chiyoda-ku, Tokyo.

● **TAIWAN**—False twisting machine, 5, semi-automatic precision cross winder, 4, Tender No. IDA/CDC-001, bid deadline March 16. False twisting machine, 2. Tender No. IDA/CDC-101, bid deadline March 23. Jang Dah Fibre Industrial Co., Ltd., 428 Ming Sheng Rd., Taipei.★ (Telephone: 202-WO 7-5589).

● Textile finishing and dyeing machinery, assorted types, quantities. Tender No. IDA/CDC, bid deadline March 16. Seaward Worsted Mill Co., Ltd., 47 Yen Ping South Road, Taipei.★ (Telephone: 202-WO 7-5589).

356 General Industrial Machinery

DENMARK—Small industrial couplings, small worm gears, power transmission equipment, more complete conveyor lines—all low cost—desired by extensive import firm; also seeks contact with manufacturer of broad line of sensing and control equipment for process, manufacturing, machine applications. Chr. Hjelm Bang, Islevdalvej 65, Bronshoj. WTD 11/28/61 I.R. 11.

Seeks agencies for pressure vessels, pressure piping, fittings, valves, used machinery, heavy industrial, rolling mills; forges, foundries; anchors, ship propellers, heavy, any shipbuilding, automatic controls for ships engines. M.J. Gronbech og Sonner, A/S, Christianiagade 8, Copenhagen. I.R. 29.

FRANCE—Industrial equipment relating to nuclear and petroleum industries. Direct purchase and agency. S.E.P.I.—Societe d'Exploitation de Produits Industriels (manufacturer of industrial equipment), 2/4 rue de Londres, Paris 9e.

ISRAEL—Components for hydraulic equipment, such as cylinders, valves, pumps for earth moving and other equipment. Importer, agent requests offers with catalogs and price lists. Direct purchase and agency. Agricultural Service & Supply, 131 Rothschild Blvd., P.O. Box 14079, Tel Aviv. WTD 1/28/64.

Ball bearings of all kinds, couplings, chains, reducers, variators. Importer, agent requests offers from manufacturers to establish business connections. Direct purchase and agency. Power Transmission Equipment Ltd., 12a Barzilai St., P.O. Box 2049, Tel Aviv. WTD 2/5/64.

357 Office, Computing, Accounting Machines

FRANCE—Accounting machines, all kinds. Bureau Meca (manufacturer), 30 rue d'Armaille, Paris 17. WTD 3/12/63.

Calculating machines, other office machines. Dactylos (manufacturer of office machines), 9 rue de Chateaudun, Paris.

Duplicating machines, ink and alchohol operated; requests replies in French. Societe Commerciale d'Organisation De Bureau (dealer), 25 rue de Verneuil, Paris 7.

NETHERLANDS—Mechanical office appliances, equipment. Direct purchase and/or agency. Isolectra N.V. (importer, wholesaler, agent, 15a-b Bierstraat, Rotterdam-1. WTD 7/31/61.

NORTHERN RHODESIA—Low cost typewriters. Zambia Marketing Development Co. Ltd. (importer, distributor, P.O. Box 1061, Ndola. WTD 2/6/64.

358 Service Industry Machines

DENMARK—Popcorn makers, soft drink dispensers, coffee makers sought by agency/manufacturer of beverages. Wilian & Madsen A/S, Axel Gruhnsvej, Holme pr. Hojbjerg. I.R. 42.

FRANCE—Home, office, building air-conditioning equipment. Societe Axo (manufacturer, 8 rue Denis-Poisson, Paris 17.

Ice making machines. Sagimco Engineering Corp. (manufacturer, agent), 34 ave des Champs Elysees, Paris 8e.

Lubricating equipment; requests replies in French. S.A. Suroil (producer, wholesaler), 39 route du Bassin No. 6, Gennevilliers (Seine).

■ **GUINEA**—Refrigeration tools, 223 items, such as tube cutters, moisture and liquid indicators, sealing plugs, brass dryers, heat exchangers, thermometers, various wrenches, leak detectors, voltage testers, various small quantities. Various tools, such as open end wrenches, sockets, Universal joints, screw drivers, pliers, hammers, voltage testers, 279 items, various small quantities. Baring bars, wet automatic vesur facing machine, crankshaft grinding, mobil brake center, hydraulic mobiloranes, manually operated presses, arbor presses, heavy duty combination brake reliner. PIO/T No. 675-N-61-AA-3-20002. U.S. source. Bid deadline March 16. American ORT Federation, 222 Park Ave., S., New York, N.Y., Attn: Mr. Otto Relling. Detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. & Ind. Ave., SW., Wash., D.C. SBC-86.

JAPAN—Color dispenser, used at retail shops for desirable compound of colors. Direct purchase and agency. Iwata Air Compressor Mfg. Co., Ltd. (Iwata Tosoki Kogyo K.K.), No. 1-6 Ebisu-Minami, Shibuya-ku, Tokyo. Attn: T. Yamamoto.

Bulk confection automatic merchandising machines; service merchandising machines (laundry). Meiji Seika K.K., (manufacturer, exporter), 26 Bldg. 6 Kyobashi, 2-chome, Chuo-ku, Tokyo. WTD 12/24/61. Attn: S. Kunimatsu.

Coffee and tea urns for institutional use. Ice cube making machine. Direct purchase and agency. Sankyo Electric Co. Ltd. (manufacturer, exporter), Export-Import Branch, No. 59 Okachimachi, Taito-ku, Tokyo.

■ **MALI**—Refrigeration tools, 223 items, such as tube cutter, moisture and liquid indicators, sealing plugs, brass dryers, heat exchangers, thermometers, various wrenches, leak detectors, voltage testers, various small quantities. PIO/T No. 688-N-61-AA-3-20005. U.S. source. Bid deadline March 16. American ORT Federation, 222 Park Ave., S., New York, N.Y., Attn: Mr. Otto Relling. Detailed specifications may be obtained from the office of Small Business, AID, Rm. 2120 Barton Hall, Ohio Dr. & Ind. Ave., SW., Wash., D.C. SBC-86.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Micro-wave test equipment; high frequency, radio testing oscilloscopes; radio frequency measuring equipment: digital volt meters. Direct purchase and agency. D. R. Johnston & Co. Pty. Ltd., Suite 14, "Stanhill 33", Queens Rd., Melbourne, Victoria. WTD 10/4/63.

● **NEW ZEALAND**—Transformers, 10,000 kva, 110/19.05 kv, single phase, 50 cycles outdoor type, 4. Contract No. 434, bid deadline April 28. New Zealand Electricity Dept., The Secretary, Tenders Committee, Private Bag, Wellington.

Specifications may be obtained from the New Zealand Sr. Trade Commissioner, 1145 19th St., NW., Washington, D.C. A copy of the specifications is also available for review only in Room 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

■ **VIETNAM**—Transformers, 4 each; 15 KV-100 amp., 5.2 KV, cutouts, 3 each; arrestors, 6; insulators, 12. Invitation No. 1107-29014. PA No. 430-700-000-4509. U.S. source. Bid deadline March 20. Central Purchasing Authority, P.O. Box No. H-5, Saigon. Cable: MAIDICH, Saigon. Specifications, general conditions may be obtained from Mrs. N. H. Quang, Embassy of Vietnam, 2251 R St., NW., Wash., D.C. 20008. SBC-90.

362 Electrical Industrial Apparatus

See also SPECIAL TRADE LEADS on page 29.

FRANCE—Hyper frequency and other types of electronic devices. Direct purchase and agency. Scintex, S.A. (manufacturer, importer, exporter), 65 rue de l'Industrie, Courbevoie (Seine). WTD 2/14/63.

■ **INDIA**—1300 h.p. precision type symetro gear, 750/18.8 rpm, complete with special membrane couplings for high and low speed shafts. Ref. No. 4(352)/62-AID.II. IL No. P/CG/2040180/R/DL/18/C/H/18/CG.III. The Jaipur Udyog Ltd., 3rd fl., PNB House, 5 Parliament St., New Delhi 1. Cable: JAIUDYOG, New Delhi.

■ One ton capacity chlorine containers, 460 each, 30⅛" outside dia. x 81½" overall length, 1600 lb. water capacity, 2000 lb. chlorine capacity, with all required fittings per chlorine institute specifications manufactured to ICC Spec. 106A500X. Quotations are required on either fas or fob port of exit with corresponding c&f prices for shipment of materials to port of Visakhapatnam, or alternatively to the port of Calcutta and Bombay, if shipping space is not available for port of Visakhapatnam. Ref. No. 13(3)/63-Aid.II. IL No. P/CG/2040499/R/DL/18/C/M/18/CG.III. Straw Products, Ltd., 2 Mangoe Lane, Calcutta. Cable: JEKEAGENT, Calcutta.

Both for Loan No. 386-A-032 (DLF Loan 157). U.S. source. Quotation date March 26. SBC-90.

■ B. cables, 7,315, supplying neoprene sheathed airport cable, 3 KV grade, single core, 6 AWG or 0.0225 sq. in Type "A" as per Specn.L-824; supplying "AGA connectors, for same, as required, 109 sets. Tender No. S/241/AID. Bid deadline March 18. India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C., where specifications and conditions may be obtained. For Superintending Engineer, C.P.W.D., New Delhi. SBC-93.

● Two diesel engine generator sets, 60 kva complete with starting batteries. Tender No. P/SE-2/12087/P/IV, bid deadline March 26. Specifications available for $1.75 each from India Supply Mission, (ref. D/ENQ/906) 2536 Massachusetts Ave., NW., Washington, D.C., 20008.

■ **LIBERIA**—Vertical shaft, Francis, or equal, turbines, 2 each, with steel spiral schroll case, governor, accessories and services of an erecting superintendent. Each turbine shall produce 24,000 hp when operating at a net head of 72 ft.; hydraulic turbine driven electrical generators, each with an exciter, accessories and services of an erecting superintendent. Each generator to have a rating of 15,000 kw. at an 85% power factor, 12,470 volts, 3 phase, 60 cycles. Tender No. 103. Loan No. 669-H-005. U.S. source. Bid deadline March 19. Public Utilities Authority, Monrovia. Detailed specifications may be obtained from : Stanley Engineering Co. of Africa, Stanley Bldg., Muscatine, Iowa. SBC-90.

NETHERLANDS—Electrotechnical materials and apparatus for industrial use, including insulation materials. Direct purchase and/or agency. Isolectra N.V. (importer, wholesaler, sales agent), 15a-b Bierstraat, Rotterdam-1. WTD 7/31/61.

■ **URUGUAY**—Supply of welding electrodes, various grades, sizes. Tender No. 5275 (in Spanish), bid deadline March 17. Administracion Nacional de Combustibles, Alcohol y Portland, Paysandu y Avda. Agraciada, Montevideo. Interested firms should enter bids through their Uruguayan agent or representative.★ (Telephone-202: WO 7-5652).

363 Household Appliances

ENGLAND—Special electric heaters for high temperature; heaters for high pressure air and other gases. Agency and direct purchase. Eltron (London) Ltd. (manufacturer), Accrington Works, Strathmore Rd., Croydon, Surrey. WTD 1/24/64.

FRANCE—Electric household appliances, except stoves and refrigerators. Direct purchase and agency. Unigen (importer, wholesaler of sanitary equipment, textiles, chemicals), 29 cite d'Antin, Paris. WTD 10/10/62.

Electrical household appliances. Direct purchase and agency. S.O.F.C.I. (importer, agent), 1 bis rue Dupont des Loges, Paris 7.

NORTHERN RHODESIA—Low cost sewing machines, household, non-electric. Zambia Marketing Development Co. Ltd. (importer, distributor), P.O. Box 1061, Ndola. WTD 2/6/64.

364 Electric Lighting, Wiring Equipment

● **ECUADOR**—Obstruction lights and associated equipment to equip 27 towers. Tender No. 2090/64/91, deadline March 16. Direccion de Aviacion Civil, P.O. Box 2077. Equipment will be purchased under the provisions of an EXIM bank loan.★ (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

FRANCE—Registered records or tapes. Societe Arfrance—Critere (editor), 3 rue du Fg. St.—Honore, Paris 8.

NORTHERN RHODESIA—Low cost radio receivers: console, portable. Zambia Marketing Development Co. Ltd. (importer, distributor), P.O. Box 1061, Ndola. WTD 2/6/64.

366 Communication Equipment

AUSTRALIA—Electronic missile guidance equipment. Direct purchase and agency. D. R. Johnston & Co. Pty. Ltd., Suite 14, "Stanhill 33," Queens Rd., Melbourne, Victoria. WTD 10/4/63.

● Supply and installation of electronic telephone exchanges, including a 2,000 line PABX system, unit type PABX exchange for 50-500 lines, a 600 line rural exchange system, and special power plants and instruments if required. Tender No. C 9430, bid deadline August 6. The Controller, Stores & Contracts, Postmaster-General's Dept. 114 Russell St., Melbourne, C.I., Victoria.★ (Telephone: 202-WO 7-4823).

FRANCE—Army lighting and ground scouting equipment, signals; anti-theft signals for special vehicles: police, firemen. Societe Axo (manufacturer), 8 rue Denis-Poisson, Paris 17.

SINGAPORE—Complete television kits—excluding cabinets: importer requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Specifications must be competitive and conform to CCIR 625 line system, adaptable to 230 volts, 50 cycles AC. Direct purchase. Tay Heng Lee (importer), 109-111 Crawford St., Singapore 12. WTD 1/8/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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367 Electronic Components, Accessories

SINGAPORE—Television tubes: importer requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Specifications must conform to CCIR 625 line system, adaptable to 230 volts, 50 cycles AC. Direct purchase. Tay Heng Lee, 109-111 Crawford St., Singapore 12. WTD 1/8/64.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Automobile electrical spare parts, all kinds. Societe Axo (manufacturer), 8 rue Denis-Poisson, Paris 17.

371 Motor Vehicles, Motor Vehicle Equipment

COSTA RICA—15 motor coaches, except trolley, diesel engines, flat-front forward-control type; quotation also desired on busses operated with gasoline engines; requests replies in Spanish. José R. Garita Salas, Coordinador Comision Transportes Federación de Estudiantes Universitarios de C.R., Aptdo. 90, San José.

FRANCE—Automobile air and oil pumps, also filters and gas purifying equipment. Societe Axo (manufacturer), 8 Denis-Poisson, Paris 17.

■ **GUINEA**—Motor vehicle servicing equipment, such as, washer pliers, spring tools, spring tongs, brake shoe bonders, 220 V, alignment equipment, weights, hydraulic brake bleeders, small quantities, 29 items. Quotation No. TVS/G-181. PIO/T No. 675-N-61-AA-3-20002. U.S. source. Bid deadline March 17. American ORT Federation, 222 Park Ave., South, New York, N.Y. Attn: Mr. Otto Relling. Detailed specifications may be obtained from the Office of Small Business, AID, Room 2120, Barton Hall, Ohio Dr. & Ind. Ave., SW., Wash., D.C. SBC-93.

■ **INDIA**—Motor vehicle parts, such as switch stop lamps, Delco No. 4770, 4766, 100 each; brake hose, equivalent to British Lockheed No. KL51006, KL49112, 1000 each; for Timken axle, Wagner/Delco, various numbers, quantities. IL No. 085966/63/EI/M/L-I. Ref. No. 60(811)/63-082/Aid(1). Loan No. 386-H-082. U.S. source. Quotation date March 20. T.V. Sundram Lyengar & Sons, Pvt. Ltd., West Veli St., Madurai 1. SBC-89.★

■ Connecting rod analyzers, 4 sets; large size nozzle testing equipment, 2 units; diesel fuel injection testing and calibrating equipment, 2 sets; small size nozzle testing equipment, 1 dozen; wrenches, spanners, socket fitting, various sizes, 4 sets. Ref. No. 53(174)/63-082-Aid.III. Quotation date March 21. National Glass Bottle Co., 7/8 Botawala Bldg., Horniman Circle, Fort, Bombay 1. Import License No. E.031432. SBC-96.

■ Inner bearing hub, Timken 26118/26283, or equal; Timken 07079/07204, outer bearing hub, or equal, 20,500 each item; cif Calcutta. Ref. No. 65(255)/62-Aid.III. IL No. A-587454/61/AU-DW/CCI/HQ/RM/L.II(E). Loan No. 386-A-055 (AID Loan No. 317). U.S. source. Quotation date March 19. Hindustan Motors, Ltd., Hindmotor, Uttarpara, Hooghly. Cable: HINDMOTOR UTTARPARA. All quotations should be addressed to: Hindustan Motors, Ltd., c/o American East India Corp., 25 Broadway, New York, N.Y.

Horn contact points, for Sparton electric horns, Delcoremy, Autolite, Prestolite, Bosch & Lucas; micronic paper for manufacture of oil, air, fuel filters; resin adhesives, for same; resistance wire for 24, 12, 6 volt horns; Araldite paste and hardener. Import License No. P/RM/2130986/R/DL/18/CH/17.18. Prices c&f Bombay port. Ref. No. 65(66)/63-082-Aid.III. Loan No. 386-H-082. U.S. source. Quotation date March 18. Sharco Industries Private, Ltd., 2750, Sharan Kutir, Kashmere Gate, Delhi 6. Cable: SHARCOIND. SBC-95.★

■ Ring spanners, 36; heavy duty extension, bar, tappet adj. wrench, bearing hook head, separator, jaws for CJ-85, clamp bolt, adjustable reamers, puller sets, piston pin hole hone set, complete, power type valve seater, cutter head. Various identifying part number, descriptions, quantities. Ref. No. 53(403)/63-Aid.III. IL No. E-086132/63/EI/M/LI. Loan No. 386-H-082. U.S. source. Quotation date March 21. India Motor Parts & Accessories, Ltd., 1/155 Mount Rd., Post Box No. 2422, Madras 2. Cable: INDIAMOTOR, Madras. SBC-95.★

■ **TURKEY**—Spare parts for cars and trucks, Mopar, or equal, various part numbers, descriptions, quantities. Motor wheels, Kelsey Hayes, or equals. To certain special conditions. $10,000, c&f Istanbul. Import license No. 002803. Anas Ticaret Aleksandros Papazoglu, Kamuran Akdogan ve Ort, Adi. Kom. Sti., Taksim, Feridiye Cad. 47, Istanbul.

■ Genuine automotive spare parts for Dodge trucks and cars; genuine spare parts for Ford trucks and cars, various numbers, quantities. IL No. 2826. Otoray Kollektif Sirketi Aziz Gureli Ve Ortaklari, Taksim/Lamartin Caddesi No. 45, Istanbul.

■ Mopar parts, or equals, long list; Borg-Warner, Alloy Automotive Co., Triplex Mfg. Co., Globe Rubber Products, parts, or equals, various numbers, quantities, to special conditions. Kemal Aybay Sirketi, Abdulhak Hamit Caddesi, No. 25/A, Taksim. IL No. 002812.

■ Engine bearings for Minneapolis-Moline tractors, for UTSD, 445 models. Material Trimetal, $7,800. IL No. 9195. Minneapolis Moline Turk, Traktor ve Ziraat Makineleri, A.S. P.K. 24, Ankara.

All for Loan No. 277-H-043. U.S. source. Quotation date March 16. SBC-88.

372 Aircraft Parts

DENMARK—Low-cost aircraft, spare parts desired by manufacturer/Agent. Paul Klinge Auto-Teknik, Rosenvangets Allé 33, Copenhagen. WTD 11/6/62. I.R. 7.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Aeronautical instruments, electric. Direct purchase and agency. Scintex, S.A. (manufacturer, importer, exporter), 65 rue de l'Industrie, Courbevoie (Seine). WTD 2/14/63.

Laboratory equipment. Direct purchase and agency. Laboratories Eurobio (manufacturer), 20 bld St-Germain, Paris 5e. WTD 1/31/63.

Laboratory stainless steel equipment for chemical, pharmaceutical industries. Milinox—Materiel Inoxidable pour Laboratoires & Industries (manufacturer), 81 rue d'Avron, Paris 20.

Precision, laboratory, other scientific equipment. Direct purchase and agency. Societe de Verre Industriel De Precision (manufacturer), 28 rue Charles Baudelaire, Paris 12e. WTD 1/4/63.

Laboratory apparatuses, all kinds. Direct purchase and agency. Societe d'Applications Medicales (importer), 8 rue Gros, Paris 16e. WTD 10/9/62.

GERMANY—All kinds of laboratory apparatus, especially electronic ones. Rubarth & Co. (manufacturer), Ikarusallee 2, Hannover. WTD 9/7/62.

PAKISTAN—Chemicals for pickling and galvanizing iron pipes. Direct purchase and agency. Model Steel Mills Ltd., (manufacturers), 5-B Riaz Bldg., Shahalam Market, Lahore. WTD 1/31/64.

● **UAR**—Variety of laboratory equipment including, but not limited to the following: phosphorus testing equipment; electric heating mantels, 30; viscometers, 9; flash point testers, 6; ultrasonic cleaning equipment; laboratory glassware. Bid deadline March 21. Mechanical & Electrical Engineering Dept., Egyptian Railways, E. R. Building Beside Shubra Bridge, Cairo.★ (Telephone: 202-WO-7-2312).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Radioactivity and atomic bombardment protection equipment. Societe Axo (manufacturer), 8 rue Denis-Poisson, Paris 17.

GREECE—Industrial process instruments (pyrometers). Importer-sales agent-exporter requests replies from manufacturers and exporters. Direct purchase and agency. "Nicholas J. Coroneos"—M. A. Harhalaki, 44 Piraeus St., Moschaton, Athens. WTD 1/23/64.

384 Medical, Surgical, Dental Instruments

AUSTRALIA—Autoclave bags used to sterilize surgical instruments. Direct purchase and agency. Requests samples and price quotations. Edwards Dunlop & Co. Ltd., 568 Collins St., Melbourne, Victoria.

FRANCE—Electric laboratory equipment. Chauvin Arnoux (manufacturer), 190 rue Championnet, Paris. WTD 3/20/62.

Surgical equipment: resuscitators, breathing apparatus, anaesthesia devices, orthopedic instruments. Rainal Freres (manufacturer, exporter, importer), 236/238 rue Saint-Denis, Paris 2.

GERMANY—Gas-operated sterilizers. Rubarth & Co. (manufacturer), Ikarusallee 2, Hannover. WTD 9/7/62.

JAPAN—Artificial limbs, braces, accessories for the handicapped, direct purchase. Mizoguchi Seisakujo (manufacturer), 5, 7 Kencho, Ikenohata, Taito-ku, Tokyo.

MALAYSIA—Absorbent cotton wools. Soon Seng Co. (importer, exporter), 27 Malay St., Kuala Lumpur. WTD 1/6/64.

MOROCCO—Electrical medical apparatus (cardiology and surgery at the exclusion of X-Ray equipment). Quotations Casablanca. Direct purchase and agency. Requests replies in French. Technica S.A. (importer), 18, rue Mézergues, Casablanca.

386 Photographic Equipment

FRANCE—Photocopying, blue-printing. Dactylos (manufacturer of office machines), 9 rue de Chateaudun, Paris.

Special papers for photocopy. Dactylos (manufacturer of office machines), 9 rue de Chateaudun, Paris.

NORTHERN RHODESIA—Low cost cameras. Zambia Marketing Development Co. Ltd. (importer, distributor), P.O. Box 1061, Ndola. WTD 2/6/64.

387 Watches, Clocks, Parts

NORTHERN RHODESIA—Low cost watches. Zambia Marketing Development Co. Ltd. (importer, distributor), P.O. Box 1061, Ndola. WTD 2/6/64.

394 Toys, Amusement, Sporting Goods

FRANCE—Sport fishing equipment, such as rods (glass-fiber, unprepared); fishreels; artificial fishing baits; fishing nets; trolling spoons; related articles, accessories of all types for salt and fresh-water fishing. Exclusive importers. Requests replies from manufacturers only, with descriptive literature and price lists; not interested in competitive equipment such as fishing reels with tight drums. La Mécanique Halieutique (Etablissements Dubert), Grisolles, Tarn-et-Garonne. WTD 2/6/64.

ITALY—Sporting arms, hunting and fishing equipment. Soc. Zucchi & C. (importer, wholesaler, retailer), Via L. Bissolati 31, Rome.

NETHERLANDS—Professional and sports skin and scuba diving equipment. Duiktechniek v/h Inexpo (importer, wholesaler, retailer, exporter), Taborstraat 17, Rotterdam-16. WTD 5/28/63.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—Office and school supplies; requests replies in French. Direct purchase and agency. Ets. Arpa (importer, wholesaler), 55 rue des Petites Ecuries, Paris 10e.

GERMANY—Fountain pens, ball-point pens. Quotations cif German destination preferred. Kunde & Soeckneck (importer, exporter), 49/50 Herdentorsteinweg, P.O. Box 1005, Bremen. WTD 11/18/63.

396 Costume Jewelry, Novelties, Notions

JAPAN—College and school rings, also costume jewelry; direct purchase and distribution. Harox, Inc. (importer), 274 Nukui-cho, Nerima-ku, Tokyo. Attn: Y. Kobayashi.

399 Manufacturing Industries

AUSTRALIA—Attractions for fairs, balls, other public events, such as fountains, bubble machines, novelties to attract public attention. Osborn Floral Service, 4 Grandview Grove, Armadale, Victoria.

DENMARK—Office supplies (not equipment) desired by manufacturer/wholesaler who wishes to also sell stampers. P. H. Kjaer-Hansen, Longangs-straede 25, Copenhagen K. WTD 3/14/62 I.R. 189.★

Importer of building materials desires from U.S. cork, rubber, asphalt, vinyl for walls, counters; flooring materials in tiles and sheet; also acoustical materials. C. Ellermann, Vesterbro, Aalborg. I.R. 39.

Kitchen utensils, ceramicware, similar to Corning, "Pyroceram" & "Futura" desired by importer/wholesaler of hardware domestic appliances from U.S. sources. Krull & Jepsen A/S, Ostergade 31, Assens. I.R. 113.

Office supplies: (pencils, pens, staplers, desk pads, erasers); drawing, blueprint paper, drafting tables, templates, machines, stools, equipment, tablets, electric stapler, electric pencil sharpeners for drawing pencils & electric perforators (battery-powered also); (no typewirters or adding machines). A. S. Emil Jensen, Farvergade 15, Copenhagen K. WTD 5/21/63. I.R. 78.

GREECE—Linoleum floor titles. Importer-sales agent requests replies from producers and exporters. Direct purchase and agency. Apostolos Apostoliadis & Co., 6 Kriezotou St., Athens (134). WTD 2/12/64.

ITALY—Slot machines. O.E.M.P.I. (agent, importer), 19, Via Donizetti, Turin.

Toys, novelty giftware; requests replies from manufacturers only. Direct purchase and agency. Toys International (importer), 12 Via Po. Rome.

■ **PAKISTAN**—Portable screening and washing plant, capacity 50-100 tons per hr., belt conveying equipment, suitable for operation at 300 f.p.m., 2 each; sheep foot roller, double drum tamping roller with pneumatic tire tractor; 1 tractor. Tender No. VA-3/L-066/68076-68103/4/63. Bid deadline March 16.

■ Mobile pressurized aerial ladder. Tender No. VA-3/L-066/68259/III/63. Tender fee $1.05, not refundable. Bid deadline March 14.

■ Voltage regulators, automatic line, static, liquid immersed type for indoor installation. Tender No. VA-3/L-066/68421/64. Tender fee $2.10, not refundable. Bid deadline March 19.

All for Loan No. 391-H-066. U.S. source. Detailed specifications may be obtained from: Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-86.

■ **THAILAND**—Tele-thermometers with accessories, 3 each; dual speed electrocardiograph; console cabinet; recording paper; 50 rolls; electrode paste, 10 each; EKG solution, 3; EKG divisers, 2; mobile emergency carts, 3; optical bronchoscope; respirator; air compressors, 2; anesthesia assistors. Invitation No. OPM-DTEC-559(1). PIO/C No. 493-10809-20124. Limited world wide (898). Bid deadline March 18. Procurement & Supply Div., Dept. of Technical & Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Cable: ITEC, Bangkok. Single copies of the complete invitation to bid are available from: Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C., 20008. SBC-90.

■ **TUNISIA**—Matches, 70 million boxes. Tender No. 48, bid deadline March 14. Service des Monopoles, Route de Zaghouan, Tunis.★ (Telephone: 202-WO 7-3365).

505 Farm Products, Raw Materials

FRANCE—Wool; requests replies in French. S.A. Pierre Dubly (manufacturer), 8 rue du Pays, Roubaix (Nord).

781 Motion Picture Production, Distribution

ITALY—U.S. motion pictures, Westerns especially, or to represent U.S. producers in Italy; requests replies in French or Italian. Direct purchase and agency. Angelo Battistelli, Noleggio Film (motion picture distributor), via Vicenza 5a, Rome.

Bid deadline extended

The Directorate General of Industrial Design & Construction, Ministry of Industry, Baghdad has announced the extension of Tender No. 2/8-9/19 from March 3 to April 4.

The tender includes the supply and erection of nine complete 132/33/11 kv main substations and ten complete 33/11 kv secondary substations in southern Iraq. (INTERNATIONAL COMMERCE, December 2, p. 44.)

Terms and specifications may be reviewed at the Iraq Embassy, 1801 P Street, NW., Washington, D.C.

Firms desiring to tender may obtain two sets of tender documents from the Embassy or from the Ministry of Industry, Secretary of the Committee for Opening Tenders, Baghdad, upon payment of $112 which is not refundable.

Pakistan invites bids for supply of galvanized pipe

The Director of Supply, Government of East Pakistan, EPIDC House, Motijheil, Dacca invites bids for the supply of 605,500 feet of galvanized corrugated culvert and drain pipes. The pipe must conform with ASTM Standards. The tender number is S-5/316/560/I&S/63. The bid deadline is March 16.

A copy of the terms and conditions is available on a short term loan basis to firms located in the U.S. from the Building Materials & Construction Industries Division, U.S. Department of Commerce, BDSA-306, Room 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-3601.)

Paper goods tender issued

The Headquarters Command, Allied Land Forces Southeastern Europe (Landsouth) will receive sealed bids for the supply of the following paper goods: 300 cartons of 3½ oz. conical shape paper cups, 250 to a box, 20 boxes per carton; 8,000 rolls 4½" wide toilet paper, 1,000 sheets to a roll and 100 rolls to a carton; paper to be white, water absorbent and perforated at every 25 centimeters; 120 cartons of 9¾" by 10¼" hand-paper towels, single folded type opened in either direction with water and grease absorbing qualities; 50 packages of 150 towels, or 30 packages of 250 towels to a carton.

U.S. firms interested in quoting on these items must submit their bids on designated forms to the above named organization, P.K. 527, Izmir, Turkey, Attn: Purchasing & Contracting Officer by March 17.

Copies of the invitation to bid and the designated forms are available on loan for reproduction from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230. Please mark inquiries: NATO-Turkey 4-64.

Greece asks bids on steel arches with connectors

The Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens, invites bids for the supply of 500 3-piece steel arches, 500 4-piece steel arches, 3,200 3-piece symmetrical steel arches, 2,000 additional connectors with nuts, and 5,000 additional nuts for the connectors. The estimated value is $53,000. The tender number is YL-IA-1952, with a bid deadline of March 31.

A copy of the terms and specifications is available on a short term loan basis to firms located in the U.S. from the Building Materials & Construction Industries Division, U.S. Department of Commerce, BDSA-306, Room 4014, Washington, D.C. 20230. (Telephone: 202-WO7-3601.)

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January.

Business Firms—Nigeria.
Dental Supply Houses—Philippines.
Electronic Equipment for Home Entertainment, Phonograph Record and Pre-recorded Magnetic Tape Importers, Dealers and Manufacturers—Argentina.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Haiti.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

GRENADA—Pickled beef. Caribbean Agencies (Grenada) Ltd., P.O. Box 36, St. George's. WTD 2/12/64.

ITALY—Natural sausage casings; canned foie gras. Edalpi S.r.l. (importer, exporter), 154 Via Sicilia, Rome.

202 Dairy Products

GRENADA—Sprayed skimmed milk powder. Caribbean Agencies (Grenada) Ltd., P.O. Box 36, St. George's. WTD 2/12/64.

ITALY—Fresh butter. Edalpi S.r.l. (importer, exporter), 154 Via Sicilia, Rome.

203 Canning, Preserving Foods

GRENADA—Tinned fruits, vegetables, juices. Caribbean Agencies (Grenada) Ltd., P.O. Box 36, St. George's. Grenada, W.I. WTD 2/12/64.

208 Beverage Industries

ITALY—Bourbon whisky. Edalpi S.r.l. (importer, exporter), 154 Via Sicilia, Rome.

225 Knitting Mills, Products

GRENADA—Men's hose; cotton vests; men, women, misses', boy's underwear. Caribbean Agencies (Grenada) Ltd., P.O. Box 36, St. George's.

229 Textile Goods

GRENADA—Cotton, rayon, nylon and terrylene piece goods. Caribbean Agencies (Grenada) Ltd., P.O. Box 36, St. George's. WTD 2/12/64.

ITALY—Wool tops. Per. Gi. Import, 52 Via Trento, Biella (Vercelli).

231 Men's, Youths', Boys', Suits Coats, Overcoats

SWEDEN—Men's and boys' jackets (sportswear). AB Bröderna Vegborn, (manufacturer), Vegby. WTD 1/31/64.

232 Men's, Youths', Boys' Furnishings

GRENADA—Readymade trousers and wrangler jeans. Caribbean Agencies (Grenada) Ltd., P.O. Box 36, St. George's. WTD 2/12/64.

233 Women's, Misses', Boys' Outerwear

AUSTRALIA—Beach wear. Mr. Peter Wood, Sales Manager, Dormay Co. Pty. Ltd., 230 Military Rd., Cremorne, NSW. WTD 2/15/61.

SWEDEN—Women's and juniors' jackets sports wear. AB Bröderna Vegborn (manufacturer), Vegby. WTD 1/31/64.

234 Women's, Misses', Children's, Under Garments

GRENADA—Women's and children's lingerie. Caribbean Agencies (Grenada) Ltd., P.O. Box 36, St. George's. WTD 2/12/64.

262 Paper Mills, Products

SWITZERLAND—Technical paper, all kinds, also novelties in the paper industry. A. Messerli (manufacturer, importer, agent), Lavaterstrasse 61, Zurich 2. WTD 1/15/64.

281 Industrial Chemicals

ITALY—Benzene, raw and refined. Edalpi S.r.l. (importer, exporter), 154 via Sicilia, Rome.

282 Synthetic Materials

FRANCE—Bulk reprocessed polyethylene. Berthet-Bondet S.A. (manufacturer), 30 rue Brillat-Savarin, Oyonnax (Ain). WTD 8/21/63.

ITALY—Acrylic fibers and other synthetic materials for the textile industry. Per. Gi. Import (agent), 52 Via Trento, Biella (Vercelli).

284 Soap, Detergents, Cleaning Preparations, Cosmetics

AUSTRALIA—General range of merchandise sold in drug stores—gift lines, toiletries and sundries. Mr. Peter Wood, Sales Manager, Dormay Co. Pty. Ltd., 230 Military Rd., Cremorne, N.S.W. WTD 2/15/61.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Manicure items suitable for sale in drug houses. Mr. Peter Wood, Sales Manager, Dormay Co. Pty. Ltd., 230 Military Rd., Cremorne, NSW. WTD 2/15/61.

343 Heating Apparatus, Plumbing Fixtures

ITALY—Cast iron radiators for central heating systems. Edalpi S.r.l. (importer, exporter), 154 Via Sicilia, Rome.

353 Construction Machinery

NETHERLANDS—All types of transportation systems, especially monorail for the transport of concrete. Handelsonderneming P. v.d. Graaf (importer, exporter, distributor), Prins Hendrikkade 128, Rotterdam.

355 Special Industry Machinery

SWITZERLAND—Reproduction and duplicating machines for all kinds of documents; printing machines; machinery and equipment for graphic art industry; paper processing machinery; photo type setters; small offset presses; machines and materials for office and industrial copying. A Messerli (manufacturer, agent, importer), Lavaterstrasse 61, Zurich 2. WTD 1/15/64.

357 Office, Computing, Accounting Machines

NETHERLANDS—Electronic equipment for industrial automation, especially "low cost automation" type. Handelscompagnie N.V. (importer, exporter, wholesaler, manufacturer), 1 Waalhaven O.Z., Rotterdam-22. WTD 5/15/62.

361 Electric Transmission, Distribution Equipment

ITALY—Electrical switches, control and measuring instruments, related apparatus such as voltmeters, ammeters, remote control instruments, panelboards for use in machine shops. Ditta Gerri (supplier, distributor), Piazza San Francesco, Via Lanzi, Terni.

363 Household Appliances

GERMANY—Small electric household articles. "Jora" Elektrogrosshandel Joachim Rathje & Co. (wholesaler), 39 Pelzerstrasse, Bremen. WTD 2/18/63.

381 Engineering, Laboratory, Scientific, Research Instruments

GREECE—Navigation instruments, all kinds, except aircraft. Manufacturers' representative requests replies from manufacturers only. Miltiades P. Koronopoulos, 52 Spyrou Mercouri St., Athens. WTD 2/5/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GREECE—Hydrometric propellers (water velocity meters for open courses); precision taw cars for gauging hydrometric propellers; tide gauges; lath water gauges and water gauge scales; mechanical self-recording water gauges; electric distance tide gauges; high sea gauges; marine depth gauges; automatic tide gauges; direction finders; direction finders for rivers and lakes; recording inclinometers electrical and mechanical distant registering. Manufacturers' representative requests replies directly from manufacturers. Miltiades P. Koronopoulos, 52 Spyrou Mercouri St., Athens. WTD 2/5/64.

386 Photographic Equipment

GREECE—Aerofilm, black and white (sensitized); plates, photographic, glass, black and white. Manufacturers' representative requests replies from manufacturers only. Miltiades P. Koronopoulos, 52 Spyrou Mercouri St., Athens. WTD 2/5/64.

SWITZERLAND—Microfilm equipment. A. Messerli (manufacturer, agent, importer), Lavaterstrasse 61, Zurich 2. WTD 1/15/64.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Toys, stuffed animals. Mr. Peter Wood, Sales Manager, Dormay Co. Pty. Ltd. (importer, manufacturers' representative), 230 Military Rd., Cremorne, NSW. WTD 2/15/61.

395 Pens, Pencils, Office, Artists' Materials

AUSTRALIA—Pens, mechanical pencils. Mr. Peter Wood, Sales Manager, Dormay Co. Pty. Ltd., 230 Military Rd., Cremorne, NSW. WTD 2/15/61.

396 Costume Jewelry, Novelties, Notions

AUSTRALIA—Costume jewelry and novelties; hair pins, curlers; for sale in drug stores. Mr. Peter Wood, Sales Manager, Dormay Co. Pty. Ltd., 230 Military Road, Cremorne, NSW. WTD 2/15/61.

399 Manufacturing Industries

AUSTRALIA—Brushes, hair, toilet, suitable for sale in drug stores. Mr. Peter Wood, Sales Manager, Dormay Co. Pty. Ltd., 230 Military Rd., Cremorne, NSW. WTD 2/15/61.

Construction Projects

ARGENTINA—(100 Peso = US$.75). A demonstration **housing project** of 1,133 single-family homes will be built under the Alliance for Progress in Rosario, Argentina. It will be financed by a private U.S. bank loan covered by a housing investment guarantee issued by the Agency for International Development.

The subdivision site is adjacent to Rosario's expanding industrial area and the two and three bedroom homes, priced from $6,278 to $7,699, will help relieve a housing shortage among middle-income workers in the one million population metropolitan area of the city.

AID will guarantee 100% of a loan up to $7.5 million from the Chase Manhattan Bank to Field Argentina Sociedad Anonima Constructora Industrial Comercial y Financiera, an Argentine corporation owned principally by N.R. Field of Miami, Florida. Contact: Agency for International Development, Washington, D.C.

CHILE—(100 Escudos = US$51.81). Twenty-three **public schools** to serve 14,000 children will be built in Chile under the Alliance for Progress. The Agency for International Development will lend Chile $2,100,000 to finance construction of the new schools, at a cost of about $6,840 for each of the 300 classrooms.

The Ministry of Education will purchase school sites and finance the planning, engineering, equipment and furnishings at a cost equivalent to $534,000. The planning, design and construction of the schools will be supervised by the Sociedad Constructora de Establecimientos Educacionales (SCEE) acting for the Ministry of Education. The schools will be built in Chile's principal cities: Santiago, Valparaiso, Antofagasta and Concepcion. Contact: Agency for International Development, Washington, D.C.

MOROCCO—(100 Dirham = US$19.76). Construction of a new luxury hotel in Agadir is scheduled to begin this month. The new hotel, which will be a member of the Marhaba chain, should be ready for occupancy for the 1965/1966 winter season. The hotel will have 50 rooms and 20 bungalows in its park. The entire hotel will be air-conditioned, and all the furnishings in a luxurious style. The night-club is to have a stereophonic sound system, while the kitchen is to be equipped with out-door barbecue equipment.

Calls for bids will be issued in the near future. U.S. firms desiring to participate should write to the architect, M. Emile Duhon, 44 Rue Marcel Chapon, Casablanca.

CANADA—($100.=US$92.50). Becancour, Quebec Province, has been selected as the site for a government-sponsored **steel complex.** Becancour, with a population of less than 900, is located on the Becancour River near its junction with the St. Lawrence River, about 80 miles southwest of Quebec City. Reportedly, a major factor in the decision was the provincial government's anticipated construction of a bridge across the St. Lawrence from Three Rivers to Ste-Angele, near Becancour.

The project which might be completed in 1968 or 1969 may cost approx. $200 to $270 million with an initial production of 620,000 tons annually and employ about 2,000 workers.

The technical report and economic feasibility study was prepared by a group of engineers drawn from three firms of consulting engineers, Damiron Coppee of Paris; E.C.E.C.-Rust of Brussels; and Asselin, Benoit, Boucher, Ducharme and Lapointe, of Montreal. Contact: Quebec Province Government.

MALAYSIA—(M$100.=US$32.68). A new 18-story extension of the Federal Hotel in Kuala Lumpur has been announced. Reportedly, construction of the **400-bed hotel extension** is to begin this year.

The new building will have a swimming pool on the ground level, an adjacent playground for children, cabanas and bowling alleys. Radios, televisions and other modern accommodations will be built-in to each room of the fully airconditioned building. The management is **interested in U.S. products and equipment** for the hotel, especially in **elevators,**

Bid applications asked by Turkey for NATO igloos

The Ministry of Defense of the Republic of Turkey will accept applications to bid for the construction of two igloos in eastern Turkey.

Applications for the project, estimated at approx. $56,000 (sterling £20,000) should be sent by March 14 to M.S.B.—NATO—Kara ENF. Grup Bsk., Paris Cad. No: 52/8, Kavaklidere, Ankara, Turkey.

Only U.S. firms certified to participate in NATO International Competitive Bidding are eligible to compete. Firms not already certified should send their resume and a recent annual report to the Trade Opportunities Staff.

A copy of the notification of call-for-bids is available from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230.

Milk processing plant being built by Finnish cooperative

The Etela-Pohjanmaan Meijeriliitto, a cooperative of 42 dairies established in 1962, is building a milk processing plant which is expected to commence production in 1965.

Production has been set at 7 million kilos of butter per year. The butter will be packed in small consumer packages weighing from 15 to 20 grams each. The powdered milk section of the plant will process 15,000 liters of milk per hour partly by means of rolling machinery and the remainder by a spray method.

Interested maufacturers of milk processing equipment may obtain more detailed information from Osuuskunta Maitojaloste, c/o Etela-Pohjanmaan Meijeriliitto, Kalevankatu 5A, Seinajoki, Finland.

escalators, air conditioning and **refrigeration equipment, swimming pool** and **bowling alley installations** and **restaurant** and **kitchen equipment.**

Contact: Mr. Jean Barrier, Federal Hotel, Kuala Lumpur, Federation of Malaysia.

PAKISTAN—(100 Rupee=US$21.00). Bids were opened recently for the construction of the Qadirabad Barrage, the second of the major components of Phase II of the Indus Basin Works. The low bid of RS 181,523,500 (approx. $38.1 million) was made by "Mailsi-syphon," a Danish-French-Pakistani consortium.

Bids have been announced for the estimated US$50 million Qadirabad-Balloki **Link Canal** and the **Qadirabad Barrage.** For further information please refer to February 17th issue of INTERNATIONAL COMMERCE under the Construction Projects feature.

Three other projects, the Rasul Barrage, the Rasul-Qadirabad Link Canal, and the Balloki-Suleimanke II Link Canal have yet to reach the bid stage. Contact: The West Pakistan Water & Power Development Authority, Lahore.

Leads for Importers

071 Agricultural Services

CHILE—Fresh apples, melons, lemons, cherimoyas. Sociedad Comercial Euroamericana Ltda., Huerfanos 1178, Oficina 205, Clasificador 393, Santiago. WTD 1/27/64.

203 Canning, Preserving Foods

CHILE—Dry salted cod, fresh salted cod, frozen fish, dehydrated fruits. Sociedad Comercial Euroamericana Ltda., Huerfanos 1178, Oficina 205, Clasificador 393, Santiago. WTD 1/27/64.

209 Food Preparations

CHILE—Fish meal and fish oil exporter seeks exclusive agency for U.S. buyer of fish meal with 67% and 70% protein contents. Sociedad Sud-Americana de Importaciones y Exportaciones Ltda., "SUDMINEX," Bandera 172, Oficina 4, Casilla 176, Telex 3520001 Cirtlx, Santiago. WTD 11/4/63.

Chilean fish meal and fish oil exporter seeks U.S. buyers. Sociedad Comercial Euroamericana Ltda., Huerfanos 1178, Oficina 205, Clasificador 393, Santiago. WTD 1/27/64.

228 Yarn, Thread Mills, Products

FRANCE—Angora rabbit hair, raw. Wholesale exportation preferably direct to consuming industries. Henri Sourisseau, Route de Mortagne, La Verrie, Vendee. Replies in French requested. WTD 2/11/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Middle/high-priced ready-to-wear women's dresses, maternity dresses. AB P. Rudholms Konfektionsfabrik, Bryggargatan 18-20, Boras. WTD 2/5/64.

Women's finer dresses and jersey suits. AB Ake-Modeller, Kortedala Torg 7, Goteborg No. WTD 2/5/64.

264 Converted Paper, Paperboard Products

BELGIUM—Manufacturer seeks U.S. agents for sale of its paper bags for wrapping coffee, chicory and other products. Papeteries Semoulin, S.A. Thulin (Hainaut). WTD 7/1/63.

319 Leather Goods

BELGIUM—Manufacturer is desirous of exporting ladies' shoes and sandals, fancy leather goods, similar items. Chaussures Ital. s.p.r.l., 158 a, rue Theodore Verhaegen, Brussels. WTD 7/18/63.

355 Special Industry Machinery

AUSTRIA—Moisture measuring and control apparatus, particularly for the textile industry. Electronic Geraetebau Dornbirn, Dipl. Ing. Walter Rainer, 22 Sandgasse, Dornbirn, Vorarlberg. Replies in German requested. WTD 4/5/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Manometers including water manometers used for the measurement of pressure in air conditioning and heating installations; manometers and magnet manometers used for testing and calibrating pressure instruments, regulators, transducers, transmitters, flow meters and pressure systems. Debro-Werk Paul de Bruyn KG., 30 Hansa-Allee, 4 Duesseldorf-Oberkassel. For prospectus material write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 1/29/64.

Water meters; calorimeters; gas meters for laboratories. J. F. Lange, 2 Bleckstrasse, Postfach 1245, 465 Gelsenkirchen. WTD 1/30/64.

509 Wholesalers

JORDAN—Holy Land souvenirs manufactured in Jerusalem and Bethlehem. Mamdouh Abu Hassan, P.O. Box 665, Amman.

NIGERIA—Firm desires to serve as broker in Nigeria for U.S. buyers of Nigerian produce including cocoa, coffee, rubber, groundnuts. Industrial Commodities Corp., P.O. Box 388, Yaba. WTD 2/5/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—John Adrian Kuring, representing Kuring, Sexton Pty. Ltd., 244 Bulwer St., Perth, interested in **bread baking** and desires to contact manufacturers of bakery equipment and to visit bakeries. Here for two weeks, c/o Plaza Hotel, San Francisco, Calif.; Sahara Hotel, Las Vegas, Nevada; Edgewater Beach Hotel, Chicago, Ill.; Sheraton Park Hotel, Washington, D.C.; Sheraton Atlantic Hotel, New York, N.Y. Itinerary: Honolulu, San Francisco, Los Angeles, Las Vegas, Chicago, Washington, New York.

FRANCE—Roger Allan, representing BOCADO, S.A., 53 Ave. Hoche, Paris 17e, interested in contacting manufacturers of exclusive **giftware** with a view of purchasing executive gifts; also, visiting permanent giftware **displays** in New York City. March 26 via New York through April 8. c/o Berkshire Hotel, Madison Ave. and 52nd St., New York, N.Y., or Mr. William G. Dunkley, Apt. 101, 5915-14th St., NW., Washington, D.C. 20011. Itinerary: New York, Washington.

NEW ZEALAND—Owen Ross Hutchinson, representing Wales & Mackinlay Ltd., 35 Elliott St., Auckland, interested in import of all types of **cotton** and **synthetic textile piece goods.** March 31 via New York for one week. c/o Goode, Durrante & Murray, Inc., 11 W. 42nd St., New York, N.Y. Itinerary: New York, San Francisco.

NORWAY—Ole S. Braathen, Manager, Bacteriological Dept., Norwegian Farmers Meat Marketing Organization, Lorenveien 37, Oslo 5, interested in **machinery** and **equipment** for **abatoirs and meat packing plants; packaging machines** for the retail trade. Also requesting technical information concerning hygienic conditions in abatoirs, meat packing plants and sausage factories. March 27 via New York for 4-6 weeks. c/o The Export Council of Norway, Norway House, 290 Madison Ave., New York, N.Y. Itinerary: New York, Chicago, Washington, Omaha, Madison, Ottuna.

Export aids

Five management aids published by the Small Business Administration could prove profitable to small U.S. firms which are interested in entering foreign trade. **How the Commerce Department Helps Small Manufacturers in Foreign Trade** (#114), summarizes the help available to small manufacturers through the various international trade services of the U.S. Department of Commerce. **Using a Combination Export Management Firm** (#137), discusses the services export managers offer to manufacturers. **Financing Export Sales** (#149), lists 5 specific types of information which the exporter should have when financing export sales. **International Marketing Assistance in Europe** (#152), contains the kinds of marketing assistance offered by Western European organizations. **Advertising in International Markets** (#160), outlines some basic precepts to consider when trying to promote your product overseas.

These aids can be ordered from Field Offices of the Small Business Administration or from SBA headquarters at Washington, D.C. 20416. **Free.**

New Books and Reports

***The Taxation of Patent Royalties, Dividends, Interest in Europe.* Published by the International Bureau of Fiscal Documentation. Amsterdam, 1963. $30.**

The various taxes which apply to corporations doing business in 18 different European countries are covered in this book. Every paragraph, one for each different country, is broken down into five sections: Taxation of resident companies, Taxation of foreign source income, Taxation of non-resident companies, Taxation of patent royalties, Dividends and interest received by non-resident companies and holding companies.

The book, which can be purchased from the International Bureau of Fiscal Documentation, Muiderpoort, Sarphatistraat 124, Amsterdam, Netherlands, is priced at $30 for the basic volume and $10 for supplement service for a year. It should be of particular interest to businessmen considering or having investments abroad. **F.L.**

***International Business Policy.* By Richard D. Robinson. Published by Holt, Rinehart and Winston. New York, 1964. 252pp. $4.**

Dr. Robinson studies the relationship between Western business and the process of accelerated development in non-Western societies by means of laws, codes, historical writings, and governmental documents relative to international business. He discusses the economic, legal, political and cultural dimensions of foreign enterprise. He also discusses the geographic and functional horizons of future international trade, as well as evaluating the impact of government policy on the growth of private business.

Copies can be ordered from Holt, Rinehart and Winston, Inc., 383 Madison Ave., New York 10017.

***Industrial & Engineering Chemistry—International.* Published by the American Chemical Society. New York, 1964. 166pp. $10.**

A nation-by-nation study, the 1964 volume outlines the markets for U.S. chemicals, equipment and instruments in Europe, Africa, Asia and Latin America. Based on recent data from 114 countries, this biennial report summarizes chemical output, capital expenditures and trends throughout the Free World.

Copies can be ordered from the Reinhold Publishing Company, 430 Park Avenue, New York 10022.

Free

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Office of Publications and Information for Domestic and International Business, U.S. Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Universal Telex Information: Vol. III. 6th Edition.* Published by United Publishers, Zurich, 1964.**

Lists all Telex subscribers in extra-European countries. Volumes I and II covered subscribers in Germany and the rest of Europe. Information can also be ordered separately in loose leaf editions for the various countries.

Further information can be obtained from Unitex Publishers—Gerd Pabst, Seestrasse 357, Zurich, Switzerland. German headquarters are at Gabelsbergerstrasse 36, 8 Munich 2, Federal Republic of Germany.

***The Economist Guide to Weights and Measures (2d. ed.)* Published by The Economist. London, 1964. $2.45.**

A revised and up-to-date edition of The Economist's aid to individuals dealing with conversions from one international measuring system to another. Bound copies of the Guide are available for $2.45 (postpaid) from The Economist, 22 Ryder Street, St. James's, London, S.W. 1.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963 and 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Establishing a Business in Brazil. OBR 63-149. 24pp. Outlines Brazilian policy on foreign investment, the foreign investment law, rights of aliens, foreign ownership of real property, and pertinent treaties with the U.S. Also describes regulations for the entry and repatriation of capital; tariff concessions to industry; forms of business organization; patent, copyright and trademark regulations; U.S. and Brazilian tax laws to which businesses are subject.

Foreign Trade Regulations of Brazil. OBR 63-150. 12pp. Describes Brazil's trade policy, import tariff system, sales and other internal taxes, documentation and fees, labeling and marking requirements, special customs provisions, nontariff import trade controls, Brazil's export controls, and U.S. controls which affect trade with Brazil.

Basic Data on the Economy of Tunisia. OBR 63-151. 13pp. Contains general information on the geography, climate and population of Tunisia; structure of the economy; descriptions of the various industrial sectors; the financial system; the foreign trade picture; Tunisia's economic development program; and data on marketing channels, government purchasing, aids to distribution and Tunisian trade practices.

Basic Data on the Economy of Iraq. OBR 63-154. 6pp. Contains the same type of information as OBR 63-151, above.

Foreign Trade Regulations of Costa Rica. OBR 63-155. 8pp. Contains the same type of information as OBR 63-150, above.

Basic Data on the Economy of Sweden. OBR 63-159. 16pp. Contains the same type of information as OBR 63-151, above.

Selling in the United Arab Republic. OBR 63-160. 8pp. Describes the road to selling, commercial practices, marketing aids, government procurement, selling under U.S. programs, and provides notes for business travelers.

Basic Data on the Economy of the Central African Republic. OBR 63-161. 11pp. Contains the same type of information as OBR 63-151, above.

Basic Data on the Economy of Burma. OBR 63-162. 7pp. Contains the same type of information as OBR 63-151, above.

Basic Data on the Economy of Paraguay. OBR 63-163. 7pp. Contains the same type of information as OBR 63-151, above.

Basic Data on the Economy of the Syrian Arab Republic. OBR 63-165. 7pp. Contains the same type of information as OBR 63-151, above.

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Calendar *for international traders*

March

2—Monthly meeting, Houston World Trade Association, **Houston, Texas.** Hugh M. Hyde, President, Johnston International Publishing Corp., speaker.

2—International Marketing Workshop, 3:30 p.m. International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

2—Photographic Finishers and Dealers 40th National Convention and Trade Show, Conrad Hilton Hotel, **Chicago, Ill.** International Reception and Luncheon speaker, James F. Collins, Deputy Administrator, Business and Defense Services Administration.

2-3—27th Chicago World Trade Conference, La Salle Hotel, **Chicago, Ill.;** Sponsors: Chicago Association of Commerce and Industry and International Trade Club of Chicago. Speakers: March 2 luncheon, Daniel L. Goldy, National Export Expansion Coordinator; March 3 banquet, Governor Otto Kerner.

3—"Mobile Profits in Exports" conferences, **Morristown, N.J.** and **Dover, N.J.** Sponsored by local Chambers of Commerce, N.Y. Field Office, Department of Commerce, N.Y. Regional Export Expansion Council.

3—Round Table conference on foreign finance, credit, collection, exchange problems, 1:30 p.m. Ben Franklin Hall, Advertising Club, **New York, N.Y.** Sponsor: Foreign Credit Interchange Bureau.

3—Kentucky World Trade Conference, **Louisville, Ky.** Speaker: Daniel L. Goldy, National Export Expansion Co-ordinator.

3—"Financing Exports," workshop. Town House, **Kansas City, Kansas.** Sponsor: Kansas City REEC, Kansas City Field Office, Kansas City, Kansas Chamber of Commerce.

3—Export Trade Workshop, **Winona, Minn.** (first of six weekly sessions). Sponsors: Winona Chamber of Commerce, Minnesota World Trade Association, Department of Commerce, Upper Midwest Regional Export Expansion Council.

4-5—Hardwood Plywood Institute's Annual Convention, Flamingo Hotel, **Las Vegas, Nev.** Speaker (March 5) Thomas C. Mason, Director, Forest Products Division, BDSA.

4-6—Los Angeles Industrial Fair and Congress, Great Western Exhibit Center, **Los Angeles, Calif.** March 6, in conjunction with the Fair, the Southern California Regional Modernization Conference. Speaker: Secretary of Commerce Luther H. Hodges.

5—Machinery-Metals Export Club, luncheon meeting, Overseas Press Club, **New York, N.Y.** Speaker: Henry Menzies, Senior Trade Commissioner from Australia.

5—Monthly meeting, Milwaukee World Trade Club, Coach House Inn. 6 p.m., **Milwaukee, Wis.**

8-10—Executive seminar, De Paul University, **Chicago, Ill.** Theme: "Spain—A Market for U.S. Products". Speaker: Robert W. Hammerschlag, Office of International Regional Economics, BIC.

9—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

9—Monthly meeting of the International Trade Club of Chicago, La Salle Hotel, **Chicago, Ill.**

9—Export Training Course to run eight consecutive Mondays, sponsors: Rutgers University, Newark Extension Division; New York Regional Export Expansion Council; New York Field Office, Department of Commerce; New Jersey Department of Conservation and Economic Development. For further details, contact Rutgers, Newark Extension, 601 Broadway, **Newark, N.J.**

10—Dinner meeting, Springfield Export Sales Managers Association, **Springfield, Mass.**

10—Businessmen's consultations with U.S. Trade Mission to East Africa, St. Regis Hotel, **New York, N.Y.** Speaker: G. Mennen Williams, Asst. Secretary of State for African Affairs.

10—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

10—"Show You" in office workshop for new exporters, St. Louis Field Office, **St. Louis, Mo.** Sponsored by St. Louis REEC, World Trade Club, St. Louis Chamber of Commerce.

11—Export Educational Seminar. 6:20 to 8:20 p.m. Sponsor: Long Island University, New York Regional Export Expansion Council, Small Business Administration, and New York Field Office, Department of Commerce. For further details address inquiries to Professor Stucke, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.**

11—Seminar on "Finding Your Customer Abroad," 3:15 p.m.; International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

11—Minnesota World Trade Association, monthly dinner meeting, Hotel Pick-Nicollet, **Minneapolis, Minn.**

11—Businessmen's consultations with East African Trade Mission, Indianapolis Chamber of Commerce, **Indianapolis, Ind.**

12—Monthly dinner meeting, International Trade Association of New England, Inc., Tiffany's Restaurant, **Boston, Mass.**

12-13—"Doing Business in Nigeria" conference/consultation with Arnold Wilken of BIC. Sponsors: REEC, World Trade Club, Chamber of Commerce. St. Louis Field Office, **St. Louis, Mo.**

13—Businessmen's Consultations with members of the U.S. Trade Mission to East Africa, State Suite, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: Department of Commerce, Boston Field Office.

16—Foreign Trade Division meeting, 51st annual convention, National Association of Secondary Material Industries, Inc., Edgewater Beach Hotel, **Chicago, Ill.,** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

16—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

16—Central Texas World Trade Seminar, International Trade Conference, School of Business Administration, Baylor University, **Waco, Texas.** Sponsor: Dallas Field Office in cooperation with Waco Chamber of Commerce.

16-18—Society for International Development, 6th world conference, Willard Hotel, **Washington, D.C.**

17—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel, **Cedar Rapids, Iowa.**

17—Annual Rhode Island World Trade Conference, Colony Motor Hotel, **Cranston, R.I.** Sponsor: World Trade Club of Greater Providence Chamber of Commerce.

18—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

18—13th Cleveland Export Expansion Conference, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

19-20—Conference on Business-Government Relations in Marketing, Shoreham Hotel, **Washington, D.C.** Sponsor: American University. Speakers: (Mar. 19) Eugene M. Braderman, Deputy Asst. Secretary for International Commerce; (Mar. 20) Daniel L. Goldby, National Export Expansion Coordinator.

23—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

24—2nd Annual Utah Export Expansion Conference, Hotel Utah, **Salt Lake City, Utah.** Sponsors: Salt Lake City Chamber of Commerce and Rotary Club; Department of Commerce Field Office. Speaker: Roy L. Morgan, Director, Office of Field Service, DIB.

24—Education-Export Seminar and "E" Award Presentation, Temple University, **Philadelphia, Pa.** Speaker: Eugene M. Braderman, Dep. Asst. Secretary for International Commerce.

24—Monthly dinner meeting, Worcester Foreign Trade Council, Nick's Colonial Grille, **Worcester, Mass.**

25—Illinois Agricultural Association meeting, **Normal, Ill.**

26—International Finance Workshop, 9:30 a.m., Mayflower Hotel, **Jacksonville, Fla.** Sponsors: Commerce Field Office, Jacksonville Area Chamber of Commerce, Duval County Board of Public Instruction.

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